Board of Trade Journal

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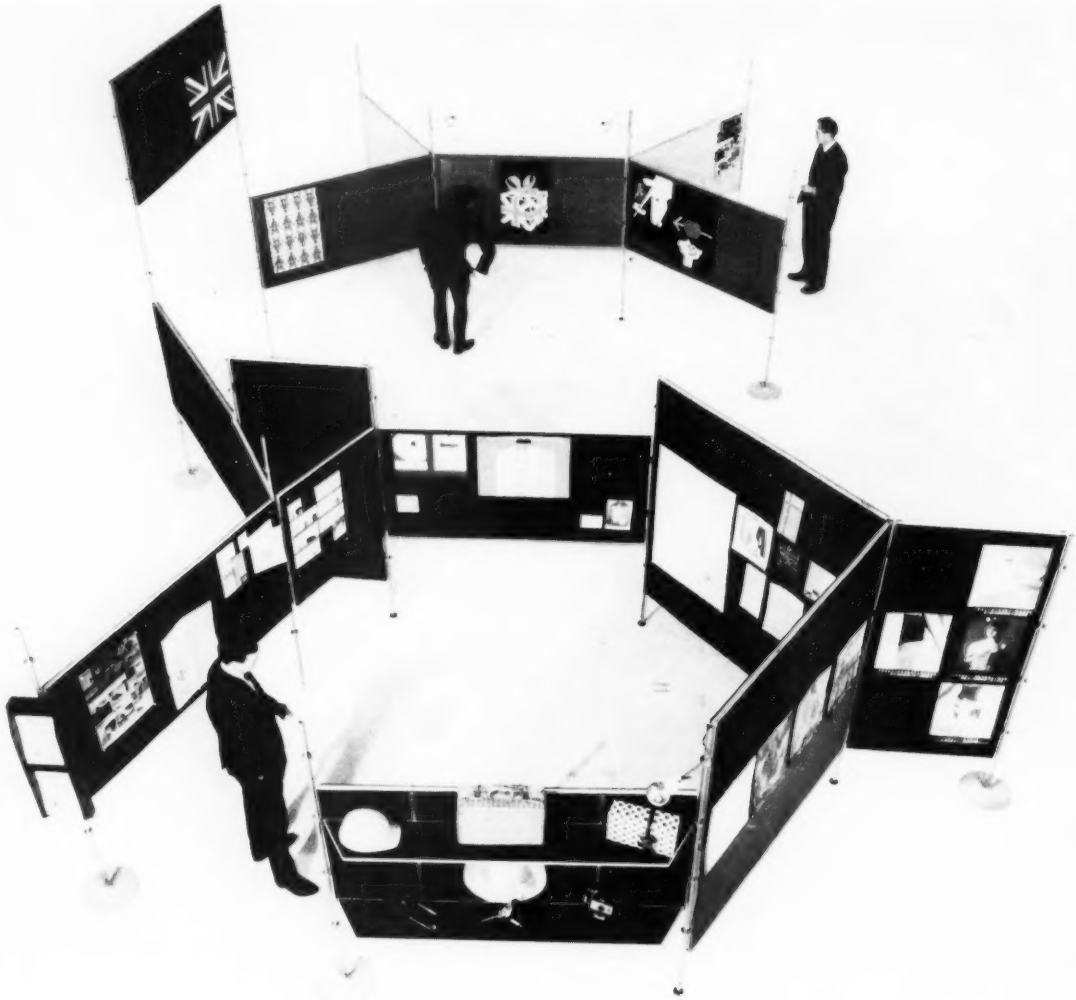

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One of the largest single consignments of contracting equipment shipped abroad by Taylor Woodrow International Ltd., has been dispatched from Felixstowe, Suffolk, on the M.V. 'Marijke Irene,' after 32 heavy lorries and low-loaders travelling from more than a dozen points had converged at the port. The destination, to be reached later in February is Marsa el Brega, Libya, where Taylor Woodrow International is providing additional marine facilities for Esso Standard Libya Inc.

An article on the work of shipping and forwarding agents appears in this issue.

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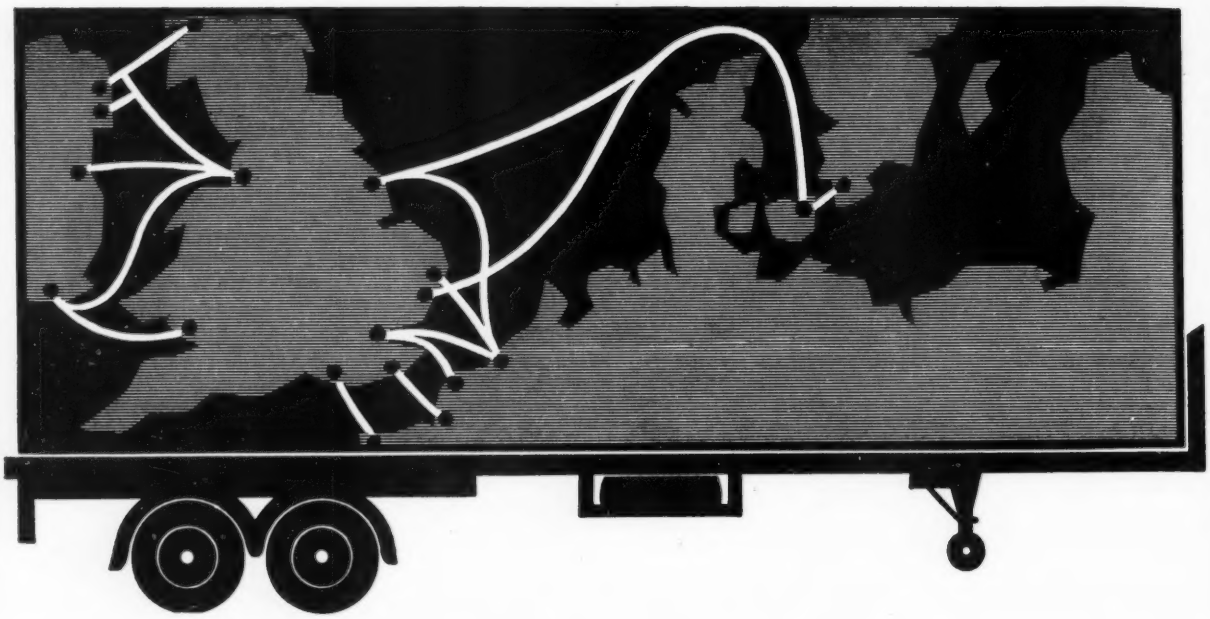

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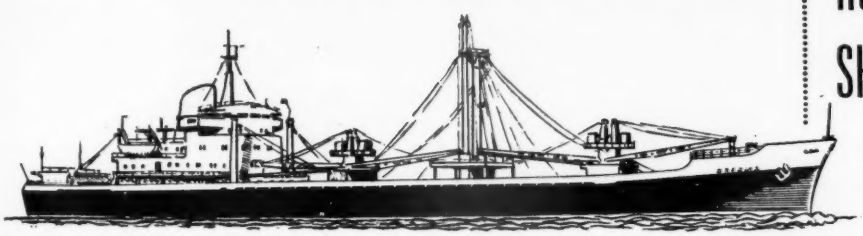

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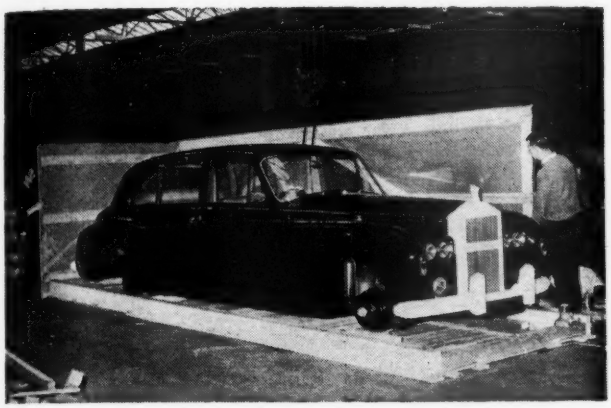
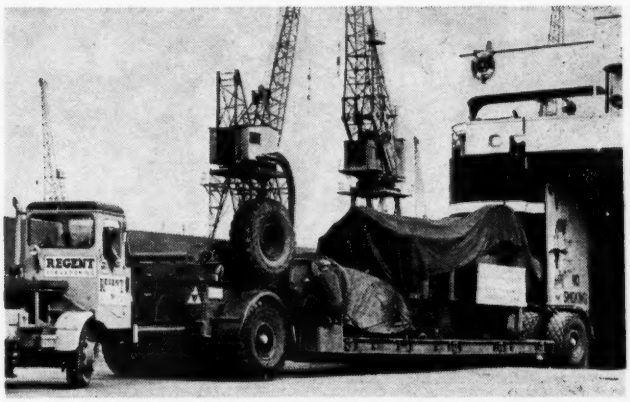
COMMERCIAL SERVICES FOR EXPORTERS—11

The shipping and forwarding agent

by W. E. Redman, FCIS, Secretary, Institute of Shipping and Forwarding Agents





Left: Rolls-Royce being packed for export to Persian Gulf. Right: A 58-ton machine on the cross-Channel ferry for France.

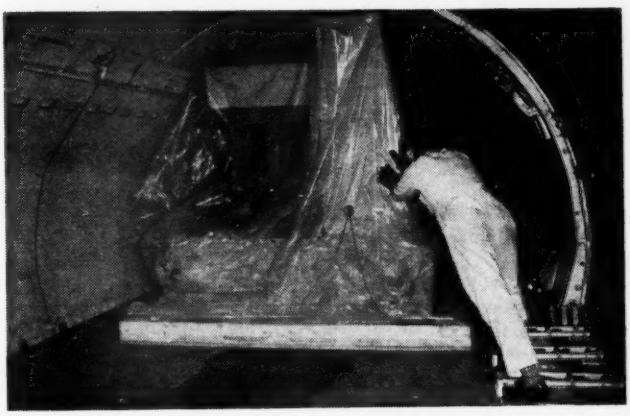
OF THE MANY commercial services available to assist exporters, those offered by the shipping and forwarding agent are perhaps the most fundamental. The 'forwarder' or 'freight forwarder' (which is today a more apt title) will perform, or arrange for their performance, all the services and formalities that are necessary to ensure that the goods are conveyed into the hands of the buyer, whether this be the point of shipment or to some far away destination in a remote corner of the world.

History

Although documentary evidence would be difficult to obtain, it is reasonable to assume that since the earliest days of international trade there have been those who have undertaken the transport of goods of others, without necessarily acting as the actual carrier. This is basically the service provided by the forwarding agent, although, with the development of international trade in more recent times, the range of specialized services the forwarding agent is called upon to provide has extended into other fields, notably specialized packing and warehousing, and often the actual carriage of goods. Many of the larger firms of forwarding agents operate substantial fleets of vehicles on international as well as internal services.

Although in the earliest days of forwarding the shipping and forwarding agent was an individual, as the title suggests, forwarding operations are today carried out by organizations ranging in size from small single proprietor businesses to quite substantial companies employing staffs numbering over 1,000, with a worldwide network of offices. Many of these organizations can trace their origins to periods before the turn of the century. A few have histories dating from the 15th and 16th centuries. Before the establishment of a universal postal system, shipping and forwarding agents also undertook transport of mail and their marks, dating from the early 18th century, feature in philatelists' collections.

Although such early shipping and forwarding agents were performing their function as an adjunct to their other activities, such as shipping agents, bankers, merchants, brokers, consul officials, even coffee house or tavern keepers, their success stemmed from their skill and knowledge of worldwide transport and their established integrity.



Ferranti electrical equipment being loaded aboard an air freighter, destined for Detroit.

The composite title 'shipping and forwarding agent' appears to have evolved about the turn of the century. Before that time it appears there was a clear distinction between the traditional British shipping agent and the forwarding agents of Continental origin, who had established branches in this country. The former are said to have been closely connected with the then highly successful British shipping industry, and many were either shipowners themselves or acting as agents or loading brokers for other shipping lines. The Continental forwarders appeared to have emerged about a century ago, principally as railway expeditors, and at the turn of the century most were engaged in operating groupage services. With the rapid development of other means of trans-

Previous articles in this series:

Banking	– **April 29**
The work of chambers of commerce	– **May 20**
Insurance	– **May 27**
Confederation of British Industry	– **June 24**
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The role of export houses	– **August 5**
Packaging for export	– **October 7**
Commercial libraries	– **November 4**
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Education for export	– **December 2**

Left: staff at a shipping agents' Furniture and Fine Art Department preparing cricketing treasures for air freight to Australia. Right: Packing an electronic organ for export.

port, particularly air, the title appears to be misleading, and 'Forwarder' or 'Freight forwarder' would perhaps be a more appropriate title to describe the present and the future functions of the traditional shipping and forwarding agent.

Functions

Although, at the present time in the United Kingdom an exporter or importer can undertake forwarding operations on his own behalf, these can usually be more economically performed by the established skilled forwarder. This is evidenced by the fact that not only small exporters and importers, but many large ones with an established reputation for highly efficient management, also prefer to use the services of a forwarding agent, not only in respect of clearing goods through the port of entry and delivery to their premises, but also to ensure that exports are despatched by the most favourable routes and that the most economical methods of handling are used. In a number of overseas countries it is necessary to use the services of a forwarder to import goods.

Under the rapidly changing conditions in methods of transporting goods it is difficult to detail accurately the functions of the forwarder. His basic function is to undertake the transport of goods, on behalf of his client, either into or out of the country, from the point of origin or from the point of entry into this country, and in doing so to co-ordinate all the services that may be required. These services can include arranging for the packing, insurance, transportation by road, rail, canal, sea or air, and, where appropriate, combination of some or even all these means of transport if it is in the interests of his client. As may well be imagined, to perform these services requires the highly detailed knowledge of the various services available, their advantages and disadvantages, and the documentation required, including Customs and Consular documents. The forwarder also undertakes the payment of the charges made by the various transport operators involved, port charges, harbour dues, and other incidental costs, and presenting one account to his client for settlement. He is also often required to collect payment on goods despatched on COD terms.

Impartiality

As the forwarder is not bound to use the services of any particular carrier, he is able to maintain a degree of detachment or neutrality and so able to advise his client on the best way of handling and routing his shipments. He is able to take the initiative in discovering and organizing new methods of transport in the interests of economy and speed. The recent shipping strike is perhaps one example of how forwarders, with their particular specialized skills, were able to arrange movement of goods by other than the routes affected by the strike – still at economical rates.

Services

The inevitable development of transport systems which tend to favour the larger shipper, by provision of cheaper freight rates for bulk cargoes, has led to the development of services which the forwarder can often provide for the smaller shipper, which would not otherwise be available to him. These are the 'groupage' or 'consolidation' services. These services enable a small shipper to obtain more economical freight rates than he could otherwise obtain by undertaking his own forwarding. This advantage is derived by the ability of the forwarding agent to 'group' or 'consolidate' the considerable volume of cargo he receives from his clients for despatch as sea cargo, air freight, or by railway wagons, containers and road trailers, and so obtain quantity rates. He is able, by his specialized skill and efficient operation, to pass on to

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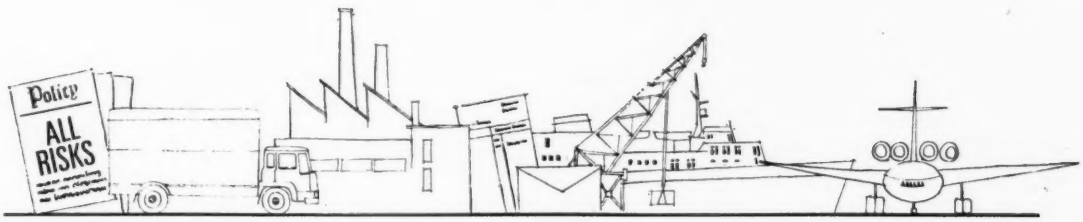

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SHIPPING AND FORWARDING AGENTS, *continued*

individual exporters a cheaper rate on many routes than would otherwise be available. On some routes a forwarder can offer through transport rates utilizing groupage services involving carriage by road, rail, sea and air. In performing these functions the forwarder is acting more as an 'indirect carrier', and this tendency may well be accelerated by developments taking place in transportation techniques.

Inevitably the development of these particular services has led to a degree of specialization by forwarders over particular routes. Although a forwarder may not operate a groupage service himself over a particular route, he can, nevertheless, take advantage of such a service that may be available on behalf of his client, by co-operating with a forwarder who has such a service.

Saving in costs

From the point of view of the exporter the rapid, competitive and safe delivery of his product to the buyer is almost as important as his ability to produce the goods in the first place. Any delay in the delivery of goods from the factory or point of origin to the hands of the buyer may not only jeopardize future sales, but, more important still, can involve increased costs to the exporter. These costs arise from warehousing, even if on the premises of the exporter, and increased delay in obtaining payment for the goods that have been sold. The forwarder, therefore, by his ability to save time in transportation and by reason of the greater certainty of prompt delivery of cargo at destination – due to his contacts in the countries concerned – can play a significant part in enabling an exporter to make the best possible use of money committed to his export activities.

The role of the 'co-ordinator' performed by the forwarder is perhaps more clearly demonstrated in the field of air freight. An aircraft flies the Atlantic in approximately six hours, but the completion of the transit of a consignment from warehouse to warehouse within 24 hours is exceptional. Even under those circumstances about three-quarters of the time is absorbed by ground handling, and it may be an even far greater proportion. If, as

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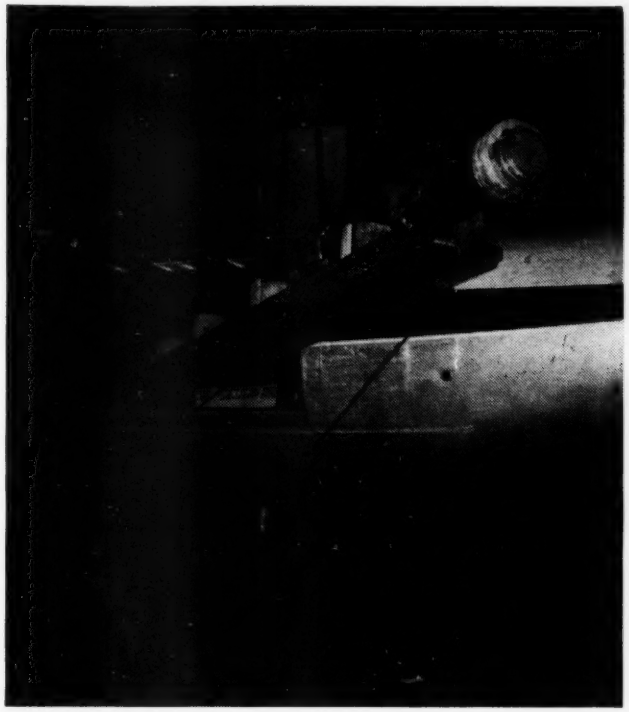

An 8-ton propeller shaft leaves Manchester by air for New York.

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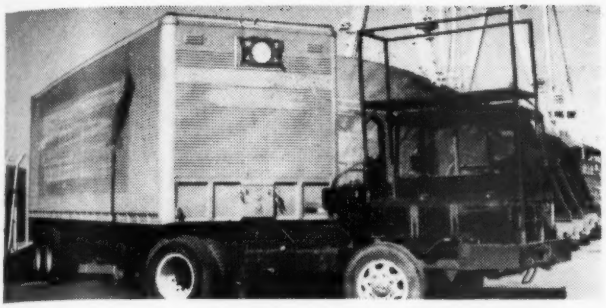

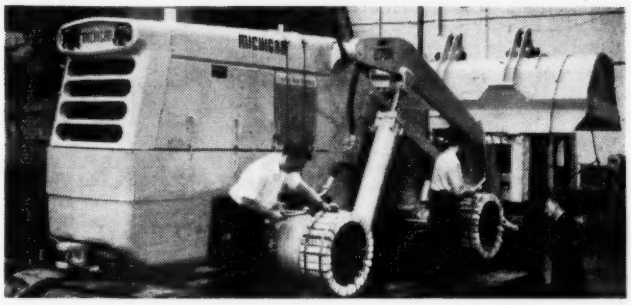

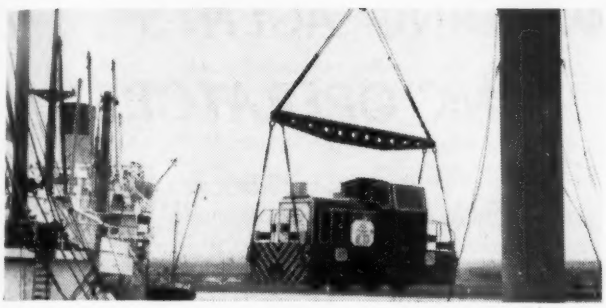

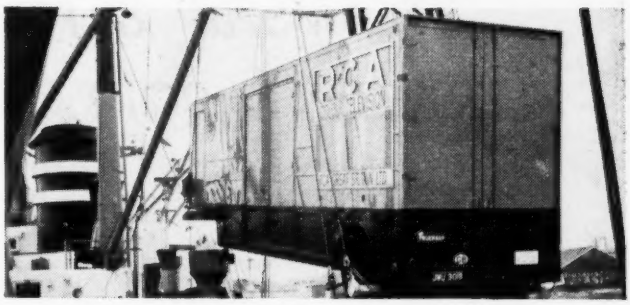

Above (left): The largest trailer permitted on the Inter-Continental service leaving Harwich. Right: Packing a 22-ton bulldozer for South America. Below (left): Shipping a 34-ton diesel locomotive to a new fertilizer plant in Malaysia. Right: Transporting a 35-ft. trailer of RCA Britain, which toured Europe to demonstrate colour television equipment.

SHIPPING AND FORWARDING AGENTS, *continued*

would appear with the development of faster aircraft, the flight time is reduced by half, it would make very little difference to the time of transit. The forwarders' ability, by organization and co-ordination, to arrange for goods to be loaded on an earlier flight and to save a day at destination in Customs clearance and delivery, is much more likely the decisive factor on whether the increased costs of air transport are warranted.

It may be appreciated, therefore, that the most efficient and economical means of transport utilized for movement of goods requires the specialized skill which can be provided by the forwarding agent.

Assisting exporters to compete

Not only can the freight forwarder assist in movement of goods, but he can also play a vital part in assisting the exporter in competing with producers in other countries by his ability to quote costs of delivery. The importance of this was outlined in the report of the National Economic Development Committee for the Movement of Exports in *Through Transport to Europe*. Paragraphs 49, 50 and 53 state:

'The delivered price system has a significant bearing on the balance of payments consideration as well as on the problem of increasing our export competitiveness. Only if a delivered price is charged can the exporter judge accurately of the competitiveness of his product in the overseas market. Without this knowledge he is not in a position to carry out efficient market research because he cannot accurately compare his prices with those of his competitors at the final point of sale. In international trade the question is not so much "What is my f.o.b. price?" but the much more important one, "What is my delivered price to this market?" Techniques of distribution operating directly from the production point and embracing a whole series of factors – packaging, stock control, documentation, transport costs and facilities – provide the method by which the delivered price is calculated. An awareness of total cost is important because the savings made by using the most modern methods are indirect rather than direct.

'Comparison of cost between the different methods of transport is an extremely expert job on account of the many different routes and combinations of routes available and the numerous different ways of packing and handling goods. Many companies who export rely mainly on the information provided by freight and forwarding agents. Only a few companies are reasonably

(*Continued on page* 413)

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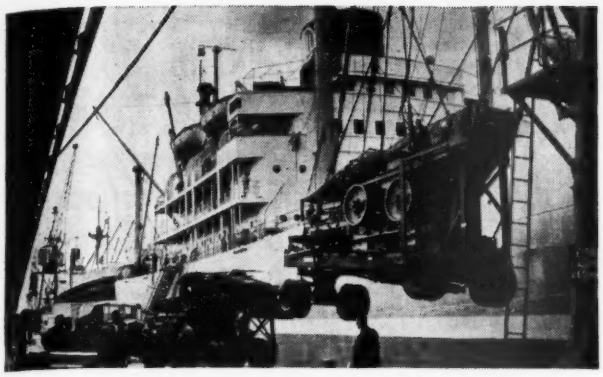

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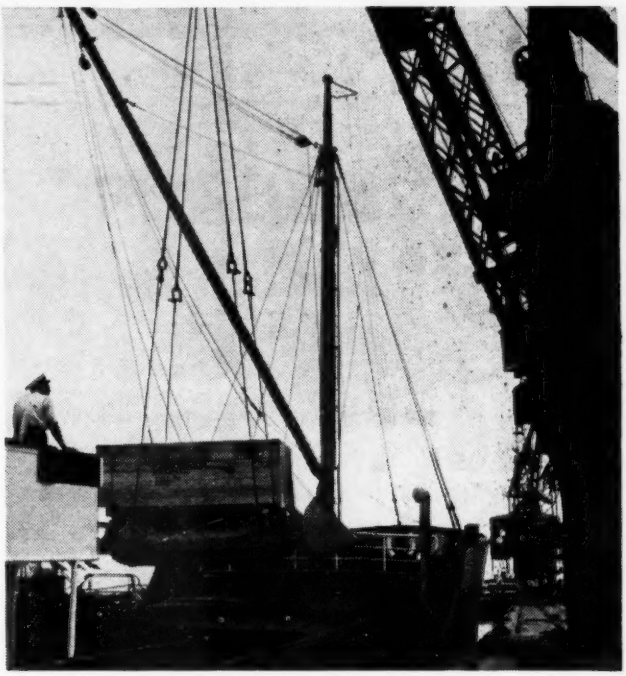

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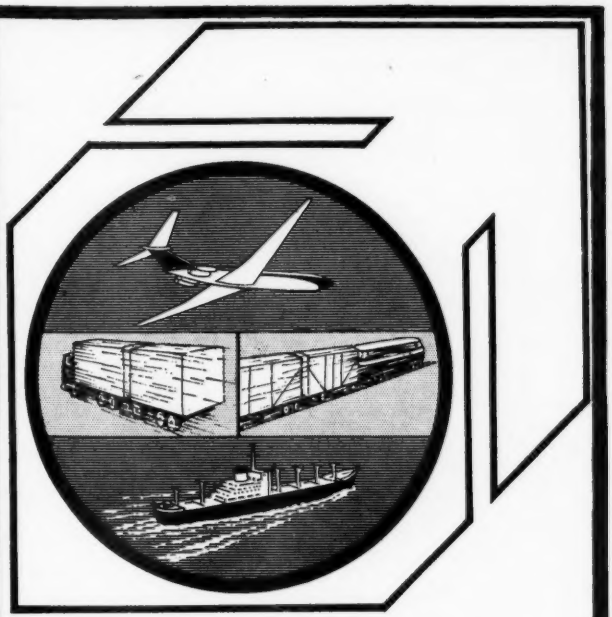

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Action conference: Marketing in the United States

THE ONE-DAY 'Action Conference' on 'Britain Marketing in the United States' at which HRH The Duke of Edinburgh made his widely publicized opening address, was held on February 9 at the London Hilton. Some 500 delegates participated, representing a broad spectrum of industry.

The proceedings began with speeches by the chairman of the conference and of the British National Export Council's Committee for Exports to the United States, Viscount Watkinson, and by Mr. John Marsh, director-general of the British Institute of Management, the organization which had joined with the BNEC Committee in mounting the conference. In welcoming the delegates who, he hoped, had come primed with a lot of questions, Lord Watkinson made it clear that there was a two-fold justification for spurring industry to accept the challenge of the American market. It was in everyone's interest that Britain should succeed in paying her way in the world. And there were worthwhile profits to be made in that vast market.

HRH The Duke of Edinburgh began by stating his interest in the promotion of exports.

'In the days when gaining or protecting markets and national survival depended on fighting, then people expected their princes to fight,' he said 'Well, today our survival depends just as much on gaining and protecting markets. The only difference is that the methods employed today are perhaps a little more subtle. At any rate, I am convinced that it is an important part of my duties to do what I can to help.'

Referring then to the frequent excuses he found himself having to make for the shortcomings of British exporters and their goods and services, he went on to say that what really mattered was that the questions he had to answer were asked at all.

'The fact is that a nation which is not operating on a profit and exists on borrowed money, occupies exactly the same position as a company or an individual in the community that cannot make ends meet. No one likes to do business with an unsuccessful company, and no one respects the person who is always trying to borrow money.'

Tub-thumping and trumpet-blowing were not enough, the Duke continued. What really impressed foreign observers was 'the merry tinkle of the cash register marking up sales', and quoting British scientific achievements since Newton, or our technological achievements since Stephenson's Rocket, cut little ice.

'It is one of those facts of international life that nations which cannot pay their way in the world do not have any influence on the course of events

'They are not consulted, and their opinions are largely ignored. That is the prospect which confronts us if we cannot improve our trading figures in the very near future.'

Cutting overseas expenditure was not the answer. The most important need was that we close the adverse balance of visible trade by increasing our visible exports – and the most fruitful and most demanding market was in North America.

The Duke then touched on a theme that was to recur again and again throughout the conference.

'The whole of the European market hardly compares in size with North America' he said, 'yet I don't suppose any organization attempts to export throughout Europe as a single operation with one office in one European capital. There is a fund of friendly feeling and good will towards things British in America. There is a real resentment if they are let down by anything British. They expect a higher standard, and quite rightly so.'

After pointing to the prestige value of widely known and successful exports such as the BAC One-eleven, the Hawker-Siddeley 125 and the VC 10, he went on to say that we were, nevertheless, all in 'this unpleasant soup' together, and he concluded with a plea for unity in tackling the problem.

'It is no use the unions blaming the management or manufacturers blaming Civil Servants – or both blaming the politicians. We are about equally competent or incompetent.

'You can't expect the whole world to have confidence in Britain if we don't have confidence in each other. Exporting is a co-operative undertaking which involves every group and interest in the land.

'We can only begin to succeed and survive as a nation if we trust each other and if we all set out to work together for those activities and undertakings which benefit the whole community.'

The next speaker was Sir John Chadwick, Minister (Commercial) at the British Embassy in Washington. After pointing out that diplomacy was far less mysterious than many outside the profession sometimes thought, and was primarily concerned with 'the care and nurture of British commerce', he went on to outline the wide range of services which the Board of Trade, the Central Office of Information and the commercial officers of the Diplomatic Service were able to provide for the exporter, particularly when he wished to break into a new market.

A feature of the BNEC/BIM Action Conference on marketing in the United States (London Hilton, February 9) was the series of 'exhibition stands' at which participants in the conference could discuss their individual problems. Organizations represented in this way included the British Institute of Management, the British American Chambers of Commerce in the United States, the Export Buying Offices Association and the Board of Trade. HRH The Duke of Edinburgh is here seen talking to staff manning the Board of Trade stand.

The conference heard marketing advice from four senior American business executives who had come over especially to address the conference. Mr. Anthony Ratichek, co-ordinator of purchases, Richardson, Merrell Inc., described the American approach to industrial purchases of raw materials, semi-manufactured materials and components, and went on to emphasize the growing importance of more skilled and specialized purchasing agents and buyers. Mr. Ratichek said that British firms dealing with United States companies must be able to offer continuity of supply, prompt delivery and, above all, be prepared to send out high-level selling missions fully briefed not only on the products they wished to sell, but also on negotiating techniques. Finally, they must have authority to clinch deals.

Mr. Jerome Gould, president, Gould & Associates Inc., stressed the importance of design in selling consumer products in the United States. Success in the United States market depended on how successfully a product's image or uniqueness and desirability was projected by the design of both the product and its package. The American market was, he said, like a giant jackpot, responding to new designs and improved product concepts, and the American consumer was increasingly subject to impulse-buying from the displays in the local supermarket. A product had, therefore, to arrest attention if it was to sell in volume. He illustrated his points with some well-chosen slides.

Mr. Henry M. Schachte, executive vice-president J. Walter Thompson Company, dealt with the characteristics of the United States market. The United States was not one total monolithic market, but a great collection of sub-markets, each of which was large by European standards. For example, there were two million newly-weds each year and three and a half million families acquiring a new home every year. The opportunities for selling consumer goods and consumer durables to these groups were, therefore, enormous. British manufacturers must first identify which of the many sub-markets they were interested in, and many firms wrongly approached the problem in terms of the market for a product. However, investigation by the type of consumer and geographic sub-division of the market was a much more effective approach.

The final speaker before lunch was Mr. Bernard Zients, execu-

tive head, Gimbels New York, who offered 15 ingredients of success in exporting to the United States. These ingredients included exploitation of the considerable goodwill towards Britain, more visits and more active salesmanship by British businessmen, keener prices for continuing business, adherence to United States buying seasons, and closer attention to design innovation, packaging and labelling so as to stimulate the interest of the American buyer.

The conference later reassembled in three groups to deal with the industrial market and the markets for consumer goods and for consumer durables. A group of speakers was attached to each sectional meeting, including both successful British exporters in the respective fields and guest speakers from the United States.

Sir Leslie Rowan, deputy chairman and managing director of Vickers Ltd., who chaired the industrial market section, told delegates: 'No organization is too big to tackle the United States market. It is impossible to think of any organization which, by definition of numbers, is too small.

He said what was needed were 'The Three Ps'–one must be 'professional, persistent and, at the end, there would be profits'. 'If you can market it in the United States there is a pretty good assurance that you will market it elsewhere. The standards there are very widely acceptable throughout the world,' he said. On the question of firms collaborating with others to operate in the market, Sir Leslie said that large firms were prepared to see what they could do with a 'pickaback' scheme to help smaller firms. On the problem of rapid communications, he said that United States firms like to deal with persons and not impersonally with organizations.

Mr. J. A. Lewando, director, Marks and Spencer Ltd., chairman of the consumer (non-durables) discussion, said there was a real opportunity for small-to-medium firms in the United States. 'If you are a smaller firm it is up to the proprietor of the business to take a personal interest and go out to place business. In a medium-size firm a senior director should go and, in a major firm, a top director. Otherwise it will not be tackled in the way it should be. Without drive from top directors export activities from a.y company start with a disadvantage,' he said.

There was a lack of marketing emphasis on the part of many British companies. He stressed the importance of after-sales service – this applied to not only such things as cars, but even to socks and sweaters. His section had felt the need for a selling consortium for the United States. He said the clothing export council was sponsoring 16 export missions this year. It was started a year ago and its record was pretty good, since it had no staff yet.

Members of his section had made a plea for young executives to receive at least a year's training at the Harvard School of Business studies on special business courses to orientate themselves for the United States market. They felt there was a tremendous value in using container shipping and also aircraft in marketing to the United States. 'If you are in a position to give in-stock shipment from this country it is almost as good as having your own warehouse near New York', he said.

Mr. H. J. L. Suffield, deputy managing director of BMC, said that his group had experienced difficulty in defining a consumer durable. Nevertheless, they agreed that there were good opportunities for British products in the United States, particularly those which had something special to offer in design or price. But exporters must be ready thoroughly to prepare their marketing operations, including after-sales service and making full use of existing services available from the Board of Trade, Government commercial services overseas, British-American chambers of commerce, etc. Visiting the market was very important, as was designing the product to what the American buyer wanted.

The conference ended with a final plenary session at which all the speakers assembled as a panel under the conference chairman to answer questions and take part in general discussion. Closing the conference, Lord Watkinson said he hoped delegates had 'got something out of the conference and that you will do something about it. To those of you who have decided "To have a go", very good luck.'

A particularly successful feature of a useful and stimulating day was the series of 'information stands' erected in the foyer to the ballroom where the conference was held and manned by the Board of Trade (in association with the Export Credits Guarantee Department), the British Institute of Management, the British-American Chambers of Commerce in the United States, and the Export Buying Offices Association. All were kept extremely busy in the intervals between sessions of the conference, none more so than the Board of Trade stand, which was manned by representatives of Export Services Branch, the Overseas Trade Fairs and British Weeks and Store Promotions Directorates and other sections offering specific help to the exporter.

Anglo-Soviet trade and technological co-operation

THE FOLLOWING is that part of the text of the joint statement on the results of the visit of the Chairman of the Council of Ministers of the USSR, Mr. A. N. Kosygin, to the United Kingdom from February 6-13, dealing with trade and technology:

'At the invitation of Her Majesty's Government, the Chairman of the Council of Ministers of the Union of Soviet Socialist Republics, Mr. A. N. Kosygin, made an official visit to the United Kingdom from February 6 to 13, 1967. Mr. Kosygin was accompanied by the Chairman of the Council of Ministers of the Georgian Soviet Socialist Republic, Mr. C. D. Djavakhishvili, the Chairman of the Council of Ministers of the Estonian Soviet Socialist Republic, Mr. V. I. Klauson, and Deputy Minister of Foreign Affairs of the USSR, Mr. A. A. Soldatov.

'The Chairman of the Council of Ministers of the USSR had talks with the Prime Minister, Mr. Harold Wilson, the Foreign Secretary, Mr. George Brown, and other British Ministers. Taking part in these talks were those accompanying Mr. Kosygin and the Ambassador of the USSR in the United Kingdom, Mr. M. N. Smirnovsky.

'While he was in the United Kingdom Mr. Kosygin was entertained to dinner by Her Majesty the Queen.

'During his stay, Mr. Kosygin visited Glasgow and Edinburgh with the Secretary of State for Scotland, Mr. William Ross. While he was in Britain he met many representatives of British life, visited industrial and technological establishments, and opened an Anglo-Soviet Historical Exhibition in London.

'The discussions included a detailed exchange of views on major international questions and on the further development of Anglo-Soviet relations.'

Section I of the communique dealt with international questions. That part of Section II dealing with trade continues as follows:

'The Chairman of the Council of Ministers of the USSR and the British Prime Minister had a wide-ranging discussion on the state of Anglo-Soviet technical and cultural relations and the prospects for their further development. They reaffirmed their intention of improving their relations in all fields.

'Trade and technological co-operation were discussed in detail. It was agreed that favourable possibilities existed and should be developed for expanding trade to the advantage of both countries. It was further agreed that, while there had been a useful increase in trade under existing arrangements, it was desirable to develop longer-term arrangements, related to the forward planning of their respective economies, to enable on both sides the development of productive capacity for expanding trade in both directions. Both Prime Ministers agreed that further emphasis should be laid on trade in consumer goods as well as in primary products and capital goods.

'It was, therefore, decided that the Ministers concerned should meet in the near future first to review the operations of the present Anglo-Soviet Trade Agreement and to see how far trade could be further developed during its remaining currency, and, second, to proceed to the preparation of a Long-Term Trade Agreement.

'The British Prime Minister noted with satisfaction the statement by the Chairman of the Council of Ministers that the Soviet Union intended to purchase additional consumer goods in the United Kingdom this year.

'It was also decided that the progress of Anglo-Soviet trade should be reviewed at regular intervals and that the responsible Ministers should take part in these reviews as necessary.

'The two Heads of Government noted the usefulness of general and specialized exhibitions organized in the Soviet Union and the United Kingdom, which contribute to the better knowledge of each other's achievements and to the development of Anglo-Soviet trade and economic relations and scientific and technical co-operation. A Soviet industrial and trade exhibition was planned to be held in London in 1968.

'The two sides discussed the state of Anglo-Soviet scientific, technical and cultural relations. They noted that co-operation between the two countries in all these fields was increasing. A valuable part was played in this by inter-governmental agreement

(*Continued on next page*)

ANGLO-SOVIET TRADE CO-OPERATION, *continued*

on scientific, technological, educational and cultural exchanges, by the agreements on scientific exchanges between the Academy of Sciences of the USSR and the Royal Society of Great Britain, and on co-operation in agricultural research.

'It was agreed that the expansion of scientific and technological co-operation directed towards a more rational utilization of their respective industrial, scientific and technological capacities could be to the great advantage of both countries. The Ministers responsible for technological questions would meet in the near future to make recommendations to their Governments on the further development of scientific and technological co-operation and on any improvements in the machinery needed to achieve this. It was also considered useful that such meetings should be held on a regular basis.

'Both Governments agreed that the purposes of developing Anglo-Soviet contacts, at all levels and in a wide variety of activities, could be served by the establishment of an Anglo-Soviet Consultative Committee consisting of leading figures in culture, science, sport and other fields, which would study the possibilities of expanding such contacts in addition to those which already exist, and would submit appropriate recommendations for consideration by the two sides.

'The two sides also noted the usefulness of the contacts and exchanges which were developing between trade union, youth, sports and other bodies in the two countries.

'The two Heads of Government reviewed the progress of negotiations on a Navigation Agreement between the USSR and Great Britain, and expressed the hope that the Treaty would be signed in the near future.

'The two sides agreed that it would be useful for the Ministers responsible to meet and discuss the expansion of the air services between the two countries and the possibility of co-operation over international routes.'

Visit by Soviet leader

MR. A. N. KOSYGIN, Chairman of the Council of Ministers of the USSR, left Gatwick Airport on February 13 after a week's stay in this country. His programme included visits to industrial and technological establishments and luncheons with the Confederation of British Industry and the Lord Mayor and Corporation of London.

Bulgarian delegation in UK

ANGLO-BULGARIAN trade, though showing a steady increase over the past few years, is still far below the potentialities of both countries, stated Mr. D. Alexiev, the Bulgarian Deputy Foreign Trade Minister, in his address to the Bulgarian Section of the London Chamber of Commerce on February 9. The five-year plan embarked on by Bulgaria in 1966, he said, aimed at ensuring a more rapid economic growth and higher living standards; increasing quantities of goods were being earmarked for export in order to accumulate the funds necessary for her import programme.

Mr. Alexiev was leading a delegation which was in Britain from February 6 to 11 as guests of the London Chamber of Commerce. During their stay the delegation had discussions with the Bulgarian Section of the London Chamber as well as with the Board of Trade and Mr. Alexander Ross, chairman of the East European Trade Council. They have also been looking at farm mechanization and at some recent developments in freight transport, in addition to visiting Power Gas Ltd. and ICI to discuss fertilizer plant.

The visit is intended as a preliminary to some intensive trade promotion by the London Chamber in Bulgaria during 1967. British exports to Bulgaria doubled from £3.8 million in 1965 to £7.3 million in 1966, the increase being mainly due to chemical plant.

MR. KOSYGIN VISITS COMPUTER FACTORY

Mr. Kosygin, makes a microscopic study of some tiny transistors used in computers, during his tour of the Elliott-Automation factory at Boreham Wood on February 8. On Mr. Kosygin's left is Sir Leon Bagritt, chairman of Elliotts.

BULGARIAN VISITORS TO ICI

Members of a Bulgarian delegation visiting Britain as guests of the London Chamber of Commerce were shown round ICI's Agricultural Division, Billingham, on February 10. Picture shows Dr. A. J. Harding (far right), research and development director at Billingham, explaining the set-up at the Billingham factory to (left to right) Mr. D. Alexiev (leader of the delegation), Deputy Minister of Foreign Trade for Bulgaria; Mr. T. Nedelkoff, Secretary of the British Section of the Bulgarian Chamber of Commerce; and Mr. I. Davidov, Secretary-General of the Bulgarian Chamber of Commerce.

'Plenty of life in the private flying movement'

– Mr. Mallalieu

SPEAKING at the annual dinner of the British Light Aircraft Centre, in London, on February 10, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade said that the statistics suggested that there was 'plenty of life in the private flying movement with numbers of pilots, aircraft and clubs all showing steady increase'. The Minister went on, 'In fact, the total of private and student pilots' licences, now almost 14,000, has grown by over 25 per cent in the past three years. I am also pleased to hear that the number of approved clubs, which have been declining in recent years, is once again on the upgrade – perhaps there is some connection between this and the Government grants of £500 per annum which were introduced last year! I hope so because the intention was to encourage more clubs to become approved.

'It is I am told incumbent upon all Ministers responsible for civil aviation to refer on all public occasions to safety standards, and this is a field in which I am happy to learn that there is close co-operation between the BLAC and the Board of Trade. We are all agreed that any accident is one accident too many, and we also recognize that whatever rules and regulations the Board may make in its wisdom, the safety level for private flying ultimately depends upon the clubs and private pilots themselves. I particularly welcome therefore the symposium on "Training for Proficiency in General Aviation" which the BLAC is organizing in conjunction with GAPAN next month. Several officers from the Safety Division of the Board of Trade will be reading papers on this occasion. This symposium is a good example of the way in which the BLAC can co-operate with the Department in promoting the well-being of private flying and I trust that the happy relationship which exists between the BLAC and the Board of Trade will long continue in this sphere and in the general promotion of private flying.'

Anglo-Japanese air services agreement

TALKS HAVE BEEN GOING on during the past two weeks between Japan and the United Kingdom delegation regarding an air services agreement between the two countries.

An understanding has been reached between the two delegations and was signed on February 11.

This provides scope for the two air lines JAL (Japanese Air Line) and CPA (Hong Kong Air Line) in co-operation to mount additional services to meet the growth of traffic between Hong Kong and Japan.

The delegations also discussed the possibilities of expanding trunk services on the Atlantic and Pacific for BOAC and JAL. It was agreed that these possibilities should be further studied by the two air lines and by the Governments and that the Government talks should be resumed in Tokyo early in May.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Hawker Siddeley Ltd. and Crompton Parkinson Ltd.
(2) Tube Investments Ltd. and Markland Scowcroft Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Monopolies Commission report on infant milk foods

THE REPORT of the Monopolies Commission on the supply of infant milk foods was published on February 8.

The Commission were asked to investigate the practice of limiting distribution of infant milk foods to certain classes of retail outlet.

Conditions defined in the monopolies legislation

The Commission found that monopoly conditions did prevail in that more than one-third of all the infant milk foods supplied within the United Kingdom to persons who sell such foods to the general public by retail in the course of their businesses was supplied by persons, namely Glaxo, Cow & Gate and the pharmaceutical wholesalers, who so conduct their respective affairs as to restrict competition in that they restrict the supply of such foods to persons who sell or intend to sell to the general public by retail by reference to the character of the business carried on by those persons.

The Commission further found that the following were things done by the parties concerned for the purpose of preserving the monopoly conditions:

(a) Cow & Gate's practice of making it a condition of supply to wholesale chemists and wholesale grocers that its infant milk foods were not to be sold by them otherwise than to retail chemists or to specified grocers;
(b) Trufood's practice of making it a condition of supply to wholesalers that its infant milk foods were not to be sold by them otherwise than to retail chemists;
(c) Glaxo's requests to wholesale chemists not to supply its infant milk foods to retail grocers in areas which it considered to be adequately served by chemist shops;
(d) Glaxo's refusal to supply infant milk foods to wholesale grocers except specifically to serve the needs of a retail grocer or grocers in a certain area;
(e) Glaxo's imposition of a monthly quota on each wholesale grocer supplied and their ban on supplying Ostermilk through a 'cash and carry' department.

The public interest

The Commission concluded that the practice of restricting the supply of infant milk foods to persons who sell or intend to sell to the general public by retail by reference to the character of the business carried on by those persons operated against the public interest, in that inconvenience to the public results in places where there was no retail chemist. Similarly, they concluded that the things done by the parties concerned for the purpose of enforcing the restriction operates against the public interest.

Remedy

The Commission recommended that, in places where there was no retail chemist, the manufacturers should supply, or should authorize wholesalers to supply, infant milk foods to any retailer wishing to stock them, subject to normal commercial considerations.

Note of dissent

One member of the Commission (Professor T. Barna) dissented from the conclusions and recommendations in the report. He found that the practice of confining sales of infant milk foods, mainly to clinics and chemists, was against the public interest. He recommended that Glaxo and Cow & Gate should permit their infant milk foods to be stocked and sold by any retailer who wished to deal in them, subject only to normal commercial considerations such as credit-worthiness, and in so far as the companies might need to differentiate between retailers in regard to direct purchases from themselves such differentiation should not be based otherwise than upon the quantities purchased.

Copies of 'A Report on the Supply of Infant Milk Foods' by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1 (price 5s. 6d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 6s. 1d.).

New reference to Monopolies Commission: haircutting services for men

ANSWERING a Parliamentary Question on January 18, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the provision of haircutting services for men.

The reference was made on February 9, and is reproduced below:

THE MONOPOLIES AND MERGERS ACTS 1948 AND 1965
Reference to the Monopolies Commission Men's Haircutting

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by Section 2 of the Monopolies and Mergers Act 1965, applies prevail as respects the supply of haircutting services for men:

Now, therefore, the Board of Trade in pursuance of Section 2(1) of the said Act of 1948, as so amended, hereby refer to the Monopolies Commission the matter of such supply.

The Commission shall as respects such supply investigate and report on whether conditions to which the said Act of 1948, as so amended, applies in fact prevail and, if so, in what manner and to what extent.

The Commission, if they find that the conditions in question prevail, shall also investigate and report on:-

(1) the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
(2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

In this reference the expression 'haircutting services' does not include shaving or, where a separate charge is made, shampooing or any other ancillary service.

Dated this 9th day of February, 1967.

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes

Until 1965 restrictive practices in the provision of services were virtually outside the scope of the monopolies legislation. Under the Monopolies and Mergers Act, 1965, the Board of Trade are now empowered to make references to the Monopolies Commission in the services field in a number of cases, including that in which the supply of any service is, to the extent of at least one-third, subject to arrangements which prevent or restrict competition.

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not aspects of the monopoly conditions or practices operate against the public interest. It is for the Monopolies Commission to consider where the public interest lies, in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

(a) flat glass;
(b) rayon and other cellulosic fibres;
(c) electric lamps;
(d) International Motor Insurance Cards;
(e) beer;
(f) estate agents' services; and
(g) clutch mechanisms for road vehicles.

On January 30, the President of the Board of Trade announced in the House of Commons that he was asking the Monopolies Commission to make a report on the general effect on the public interest of certain restrictive practices which may prevail in relation to the supply of professional services.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended December 31, 1966, and also the total number of Deeds of Arrangement registered during the same period are as follows:-

Receiving Orders and Orders of Administration

High Court	230
County Courts	784
Total	1014

Deeds of Arrangement

Total number registered	55

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated February 7, 1967.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has recently entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters, and this is reflected in a new series of advertisements showing examples of the help received by specific firms. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 24,880 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ, London: City 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM Midland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW City 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) Tate Gallery 4355 Telex 25991
LONDON (Eastern Counties) Tate Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER Deansgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 3, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	Sodium 2, 2'-dihydroxy-4, 4'-dimethoxybenzophenone-5-sulphonate.	Sodium 2, 2'-dihydroxy-4, 4'-dimethoxy-5-sulphobenzophenone.	December 31, 1967	6957
29.14	Methyl chloroacetate .	As in previous column .	July 31, 1967	6971
29.14	Palmitoyl chloride . .	As in previous column .	December 31, 1967	6970
29.23	Pentyl 4-dimethylaminobenzoate, mixed isomers.	Amyl - para - dimethyl - benzoate.	December 31, 1967	6955
29.30	1 - Chloro - 4 - *iso*cyanatobenzene.	4-Chloro *iso*cyanatobenzene.	December 31, 1967	5031
29.30	1, 2-Dichloro-4-*iso*cyanatobenzene.	3, 4 Dichlor *iso*cyanatobenzene.	December 31, 1967	5032

Note: Withdrawal of applications:

Interested parties will wish to know that the applications for temporary exemption from import duty in respect of the chemicals covered by the following descriptions and advertised in the *Board of Trade Journal* on the dates shown have been withdrawn:

Tariff heading	Proposed definition for tariff purposes	Applied for as	Date published	Reference
29.13	Cyclo-octanone . .	As in previous column .	January 6, 1967, page 1505	6944
29.14	2, 4-Dicorobenzoichl acid.	As in previous column .	December 16, 1966, page 12	6937

Imports of coffee

THE International Coffee Council have decided that members should prohibit the shipment to 'traditional markets' (of which the United Kingdom is one) of non-quota coffee intended for 'new markets', as listed in the International Coffee Agreements (Annex B). The Board of Trade accordingly announce in Notice to Importers No. 1177, dated February 11, 1967, that with effect from February 13, 1967, open individual licences in the COF/1 series will no longer be valid for imports of coffee accompanied by a certificate of origin or re-export marked 'New Market' or which bears evidence that the original destination was a country listed in Annex B. Specific import licences issued under paragraph 2 of Notice to Importers No. 1169 (i.e. in respect of coffee originating in a member country but consigned from a non-member) will be under similar restriction in respect of coffee imported from the same date.

Importers holding outstanding contracts for such coffee should submit details to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, but no advance assurance can be given that they will be covered in full.

A further restriction of the validity of the COF/1 open individual licences will take effect from April 1, 1967. This will provide that an original certificate of origin, bearing a Customs date stamp of the country of origin subsequent to March 31, 1967, will be valid only if it has attached to it, in accordance with the special instructions for the use of coffee export stamps issued by the International Coffee Organisation, official coffee export stamps corresponding to the net weight of the green coffee or its equivalent, and bearing the appropriate codes relating to the coffee year in which shipment was made and to the country of origin. This requirement does *not*, however, apply to certificates of re-export or replacement certificates issued by importing Member countries (since such certificates will have been issued against an original certificate of origin, bearing the requisite number of export stamps).

CYPRIOT ENGINEERS SEE BRITISH EQUIPMENT

Two engineers of the Cyprus Telecommunications Authority, Ioannis Kouspos (right) and Andreas Petsas, studying transmission equipment in the training school of GEC (Telecommunications) Limited, Coventry. GEC has won a contract, worth £37,000, to supply Cyprus with a new Voice Frequency Telegraph system as part of the island's scheme to provide international telegraph circuits for its main towns. The engineers will spend a month in Coventry learning about the equipment.

BRITISH EQUIPMENT IN VENEZUELA

Water, drainage, light and other services are being brought to the older quarters of Caracas, Venezuela. In this picture a Holman Rotair belonging to the National Institute for Sanitary Work (INOS) provides compressed air for trenching by volunteers organized by the Community Development Office (ODC).

Meeting of the EFTA consultative committee

THE NEED to make the EFTA trading community fully aware of the opportunities opened up by the establishment of a single market of 100 million people was urged by the EFTA Consultative Committee at their meeting in Geneva on February 10. Mr. Gunnar Lange, Minister of Commerce of Sweden and chairman of the EFTA Council, was in the chair. British delegates were: Sir George Pollock and Mr. E. M. Felgate of the CBI, Mr. R. L. Wills of the ABCC and Sir Harry Douglass of the TUC.

There was general support among delegates for the current efforts by the British Government to explore the possibilities for achieving EFTA's longer term aim of a unified Western European market. It was generally felt that this British initiative should not, however, hold back the further development of EFTA itself: in particular it was essential that work should be pressed forward to ensure that non-tariff barriers did not hamper the full development of trade among the EFTA countries. In the interests of an eventual wider settlement it was hoped that this development in EFTA could, as far as possible, proceed on lines parallel to those adopted by the European Economic Community. It was also important, in view of the increasing interdependence of the economies of the EFTA countries, that close consultation be maintained between member governments in formulating their national economic policies. In this connection delegates welcomed the recent decision of EFTA Ministers to intensify the work of the Economic Committee.

The Committee heard a report from Sir Harry Douglass on the first two meetings of the Economic and Social Sub-Committee, which was recently set up under his chairmanship. It was agreed that the Sub-Committee had made a promising start on its very important field of work.

The Committee's views will be reported by the chairman to EFTA Ministers for discussion at their meeting in Stockholm on March 2 and 3.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey. 7877, Extn. 2479/2480).*

EFTA documentation

REVISED EFTA FORMS and invoice declarations came into use on December 31, 1966 and exporters are asked to ensure that these are used, where appropriate, for exports to the EFTA countries. Delays and difficulties will occur in the importing countries unless this is done.

Supplies of the new forms, except the certificates of origin which are issued by authorized Chambers of Commerce, may be purchased from any branch of HMSO. The texts of the new invoice declarations are printed in Customs and Excise Notice No. 74, copies of which may be obtained from any Customs and Excise Office.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2301/2).

ECGD backs £9.4 million contract for Russia

THE Export Credits Guarantee Department signed on February 8 a financial guarantee providing for the financing of an acrylic fibre plant for Russia. The £9.4 million contract is between Prinex Ltd. of Coventry, the export subsidiary of Courtaulds Ltd., and Techmashimport Moscow.

The loan is for £7.2 million and is being made available by Barclays Bank Ltd. It is repayable over a period of 11 years. ECGD have now signed five financial guarantees for Russia this financial year with a total loan value of £16 million, covering contracts worth nearly £21 million.

The Board of Trade has just produced
Two New Export Handbooks

Together they give you 164 pages of information that every exporter should have

Handbook No. 1
"SERVICES FOR BRITISH EXPORTERS"
This is a guide to the help exporters can get from the Government and other sources.

Handbook No. 2
"ECGD CREDIT INSURANCE AND FINANCIAL SUPPORT SERVICES"
This describes the various types of credit insurance schemes offered to exporters.

Complete this coupon now and we'll send you as many free copies of these two Handbooks as you require for distribution to your export staff.

To: Information Division (Room 643), Board of Trade, 1 Victoria Street, London, S.W.1
Please send me.....free copies of Handbook No. 1 and.....copies of Handbook No. 2.

NAME .....
BLOCK CAPITALS PLEASE
FIRM .....
ADDRESS .....
(EH38)

Development areas industrial development certificates

ANSWERING A QUESTION in the House of Commons on February 10, Mr. Douglas Jay, President of the Board of Trade said that 41 per cent of the Industrial Development Certificates approved for Great Britain in 1966 were in respect of Development Areas, although these areas only account for some one-fifth of the population. The following table shows how over the past few years the proportion of schemes approved in respect of Development Areas has continuously increased:

Industrial Development Certificates (1)

Share of the Development Areas in schemes approved

	Total Great Britain (Million square feet)	Per cent of area approved for GB going to: Development Areas (2) (Million square feet)	South-east (Million square feet)	Rest of GB (Million square feet)
1962	37·3	24 (9·1)	32 (11·8)	44 (16·4)
1963	39·0	31 (12·2)	24 (9·4)	45 (17·4)
1964	59·0	34 (20·2)	20 (11·8)	46 (27·0)
1965	62·0	39 (24·5)	18 (11·4)	42 (26·1)
1966 (3) (4)	69·6	41 (28·7)	15 (10·7)	43 (30·1)

(1) The figures relate to schemes, mainly over 5,000 sq. ft., for both manufacturing and non-manufacturing industry.
(2) As currently defined, i.e. in the Development Areas Order 1966 (SI 1966 1032).
(3) The figures for 1966 are estimates comparable in coverage with preceding figures. (The definition of the area of industrial building was altered in mid-August 1966.)
(4) Provisional figures.

Expansions in Northern Ireland

TWO WELL-KNOWN British manufacturing companies have announced expansions in Northern Ireland – the Klinger Manufacturing Co. Ltd., making textile machinery and processing yarns at Ballymena, Co. Antrim, and the Tilley Lamp Co. Ltd., making paraffin and petroleum lighting, heating and cooking appliances at Dunmurry, near Belfast.

Klinger's factory at Ballymena, established in 1963, at present employs over 400. A further 300 workers will be engaged as the result of enlargement of the factory, to produce the revolutionary Arot-Klinger magnetic spindle.

The century-old Tilley Lamp Company moved from London to Northern Ireland in 1961. It now employs over 280 people, and an extra 80 will be taken on for the manufacture of domestic hollow-ware, a new line.

New factory for West Lothian

A NEW wood processing plant, costing approximately £35,000 to £40,000, is to be built on West Lothian County Council's industrial estate at East Mains, Broxburn. J. & A. Sutherland & Co. Ltd., an Edinburgh firm of industrial and agricultural sawdust and wood-chip processors, plan a 16,800 sq. ft. factory on the estate. Plans have been selected and the company hope to be in production by June. The company employ about 20 persons, but as production builds up approximately 40 jobs will be available.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 375 of February 10 issue.

Sales mission to Spain

A SELLING mission from the Birmingham Chamber of Commerce and Industry will visit Spain from May 7-13.

Particular emphasis will be given to engineering and industrial goods likely to assist in the Spanish programme of industrialization and economic development. The Chamber is at present assembling a team of manufacturers interested in this mission. Besides visiting the main industrial centres of Madrid, Barcelona and Bilbao, the itinerary may include one or two of the industrial development centres of 'Poles of Growth'.

In 1965, Spain was a target market for Chamber of Commerce mission activity. Considerable business resulted from the visits of a high-level delegation and two subsequent selling missions jointly organized by the Birmingham and London Chambers. This latest venture is seen as a follow-up to help maintain British presence and interest in this 'growth market of Europe', where direct British exports have risen from £25 million in 1960 to £99 million in 1966.

Tour of Latin America by BNEC representatives

A TWO-MONTH tour of 12 Central and South American Republics was recently completed by Mr. Leslie Bowes, CBE, Chairman of BNEC Latin America and the Committee's Executive Secretary, Mr. Timothy Bailey. Their overall conclusion is that the traditional goodwill towards Britain remains in abundance, but nearly all the countries feel Britain pays them too little attention in the commercial field; reports were received everywhere of vigorous sales efforts by German and Japanese teams, and it was frequently commented to Mr. Bowes and Mr. Bailey that British firms should send out personal representatives regularly, that these should be Spanish-speaking, and in addition all sales literature should be in Spanish (Portuguese in the case of Brazil), with metric measurements and the correct currency exchange. Speaking generally, the main opportunities in Latin America are not in consumer, but in capital goods and joint ventures, although a surprising quantity of consumer goods still move into theoretically closed markets.

New Greater London business directory

THE GPO ANNOUNCE that an entirely new directory for Greater London will be issued in the autumn of this year. The new volume – the Greater London Business Directory – will not replace existing directories, but is intended to meet the needs of industry and commerce and particularly of the larger business subscriber having interests over a wider area with other large users of the telephone service. It will list alphabetically every firm within a range of about 30 miles of Charing Cross which has two or more exchange lines at the same premises, and will show the new all-figure numbers now being introduced throughout London.

Although the directory will be mainly of interest to larger businesses, smaller concerns often need to telephone large wholesale firms, and the directory, therefore, will be distributed to all business subscribers in the London Telecommunications Region. One million copies of this directory will be printed by Her Majesty's Stationery Office at Harrow. The directory will be the same page size as the current London telephone directories and will have about 650 pages.

Export Research Group seek donations

THE EXPORT Research Group, 12 Upper Belgrave Street, London, S.W.1. (Tel. Belgravia 5271), held a dinner at the Royal Garden Hotel, London, on February 8, for the purpose of explaining its structure and aims, and to appeal for support for its programme of work. The Group has been formed to employ modern research methods to investigate the problem of exports. Guests were told that the Group will seek out facts and knowledge, and speak with the voice of industry and independence. Lord Kings Norton, the principal speaker and a patron of ERG, launched the appeal with a request for donations and covenants to provide a research fund of £100,000. He stressed the importance of ERG and stated that: 'It wants to develop educational patterns for staff destined to deal with export matters, and to discover how Government agencies at home and overseas can most effectively help the British exporter.'

Patents endorsed 'Licences of right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	December 30, 1966	
902,717	Lonstein, Woolf	Improvements in the carbon dioxide process of making foundry moulds and cores.
913,863	Laboratoires de Therapie Energetique	A pharmaceutical composition having antihypokaliemic properties.
937,843	Guanella, Gustav	Improvements in or relating to line matching arrangements.
938,035	Ledoga S.p.A.	A process for the recovery of germanium.
941,514	Stern, Walter Moritz	Shuttering for casting cooling towers or other high structures.
970,978	British Schering Limited	Hydrazine derivatives.
1,002,329	Gevaert Photo-Producten N.V.	Photographic materials containing anti-bronzing agents.
1,010,300	Societe Rateau	Elastic-fluid turbines with multiple casings.
1,019,363	British Schering Limited	Hydrazine derivatives.
1,021,422	British Schering Limited	Asymmetrical disubstituted hydrazines.
1,024,035	Gevaert Photo-Producten N.V.	Photographic materials and baths containing anti-bronzing agents.
1,026,772	Gevaert Photo-Producten N.V.	Polysaccharide esters.
	January 2, 1967	
930,906	Institut de Recherches de la Siderurgie.	Hydraulic arrangement for adjusting the spacing of the rolls of rolling mills and compensating mill spring.
930,907	Institut de Recherches de la Siderurgie.	Method and means for guiding metal strips of a considerable length in a rolling mill.
	January 3, 1967	
875,103	Kali-Chemie Aktiengesellschaft	Method of producing sodium hydride.
992,118	Csonka, Lajos, Horkay, Ferenc, Szanto, Ferenc, Szerecs, Janos, Szekely, Geza, Goncz, Jeno.	Process for the preparation and utilization of organophilic sulphate, carbonate and phosphate pigments.
1,007,172	Csonka, Lajos, Horkay, Ferenc, Szanto, Ferenc, Szerecs, Janos, Szekely, Geza, Goncz, Jeno.	Process for the preparation of organophilic pigments.
	January 5, 1967	
938,908	Serviere, Philippe	Process for sterilizing and disinfecting fruits.
941,451	Artype Inc.	Spacing aid for composing textual matter.
1,027,542	Societe Financiere et Industrielle pour la Fabrication de l'Acide Carbonique pur et autres Produits Alimentaires, par Abreviation l'Acide Carbonique pur.	Catalytic heating device.
1,027,543	Societe Financiere et Industrielle pour la Fabrication de l'Acide Carbonique pur et autres Produits Alimentaires, par Abreviation l'Acide Carbonique pur.	Feed device for a gas heating appliance.
1,028,189	Compagnie Generale d'Electricite	Device for limiting voltages induced in the sheath of a single pole electric cable.
	January 6, 1967	
969,428	Houilleres du Bassin du Nordet du Pas-de-Calais.	Treatment of fibrous polyoxymethylene.
999,670	Regie Nationale des Usines Renault	Apparatus for the spectrographic chemical analysis of materials by means of photo-electric cells.
1,037,231	Thomas, Frederick	Implements for cutting grass, hedges, bushes and the like.
	January 11, 1967	
814,690	Regie Nationale des Usines Renault	Seats.
907,625	Commissariat a l'Energie Atomique	Nuclear fuel elements.
908,532	Commissariat a l'Energie Atomique	Variable length conduits.
910,843	Commissariat a l'Energie Atomique	Devices for unloading radioactive elements from a vertical duct of a reactor core.
910,941	Commissariat a l'Energie Atomique	Gauge for measuring the displacement of a body.
911,466	Commissariat a l'Energie Atomique	Sheathing hollow fuel elements for nuclear reactors.
911,710	Commissariat a l'Energie Atomique	Sheathing the fuel elements of nuclear reactors.
911,849	Commissariat a l'Energie Atomique	Apparatus for measuring the coefficient of thermal conductivity of solid materials.
911,933	Commissariat a l'Energie Atomique	Mechanical oscillator.
912,617	Commissariat a l'Energie Atomique	Servo-systems.
913,469	Commissariat a l'Energie Atomique	Thermonuclear plasma apparatus.
913,818	Commissariat a l'Energie Atomique	Nuclear reactors.
914,496	Commissariat a l'Energie Atomique	Core sampling appliance for graphite-type nuclear reactor.
915,747	Commissariat a l'Energie Atomique	Apparatus for distributing fluids.
916,871	Commissariat a l'Energie Atomique	Supports for elements in atomic piles or reactors having vertical channels.
917,137	Commissariat a l'Energie Atomique	Travelling crane for precise operation.
920,211	Commissariat a l'Energie Atomique	Doors.
927,088	Ancienne Maison Turquetil	Engraving apparatus.
931,070	Ancienne Maison Turquetil	Engraving apparatus.
938,050	Charbonnages de France	Dispensing apparatus.
977,019	Commissariat a l'Energie Atomique	Moderator structures for nuclear reactors.
978,086	Canada Packers Limited	Edible fat compositions containing glycerides of tall oil fatty acids.
1,026,058	Commissariat a l'Energie Atomique	Fuel element supports in nuclear reactors having vertical ducts.
	January 13, 1967	
1,035,441	Gevaert Photo-Producten N.V.	Photographic stripping film.
	January 17, 1967	
991,675	Gevaert Photo-Producten N.V.	Magnetic recording materials.
991,676	Gevaert Photo-Producten N.V.	Magnetic recording material.
1,006,140	Patent of addition to 991,675.	
	January 18, 1967	
1,017,428	Georg Schafer, and Otto Schafer	Load-controlled brake system.
	January 23, 1967	
1,031,475	Dr. Salsbury's Laboratories	Veterinary compositions for the treatment of nematode infections in fowl.
	January 25, 1967	
838,471	Markham and Company Ltd.	Couplings for pipes.
925,428	R.E.D. Company Limited	A container for an inflatable sea-rescue device.
927,746	Markham and Company Ltd.	Couplings for pipes.
936,376	N.V. Volma	A device for repressing an obstruction in the powder education mouth of one or more cyclones.
936,914	Henriksen, Ernst Johan Jens	Ball point writing instrument.
940,166	Etablissements L. Faiveley	Pneumatic motors.
961,440	Gevaert Photo-Producten N.V.	Apparatus for unloading film sheet cassettes.
962,208	Sonneville, Roger Paul	Rail fixing means facilitating the laying of long lengths of rail.
987,351	Lumalampan Aktiebolag	Electrical discharge lamps.
1,029,771	Gevaert Photo-Producten N.V.	Manufacture of ketene.
	January 27, 1967	
975,720	Solvay & Cie.	Stabilization of polyolefins.
978,290	Gevaert Photo-Producten N.V.	Thermoplastic linear polysulfonates.
	January 30, 1967	
915,899	Houilleres du Bassin du Nord et du Pas-de-Calais, and Commissariat a l'Energie Atomique.	Electrolytic preparation of alkali metal amides.
917,039	Houilleres du Bassin du Nord et du Pas-de-Calais, and Commissariat a l'Energie Atomique.	Eliminating fluid impurities from gaseous mixtures containing the same.
936,421	Commissariat a l'Energie Atomique	Devices for the separation of fluids by diffusion through a porous wall or walls.
939,152	Chemische Werke Witten Gesellschaft mit beschrankter Haftung.	Process for the production of C-alkyl substituted caprolactams.
941,600	Commissariat a l'Energie Atomique	Machines for loading and unloading the channels of a nuclear reactor.
942,558	Commissariat a l'Energie Atomique	Magnetic-cored inductors with variable magnetization and resonant circuits including such inductors.
943,671	Commissariat a l'Energie Atomique	Radioactive sources.
945,867	Commissariat a l'Energie Atomique	Sequential switching devices.
946,256	Commissariat a l'Energie Atomique	Tubes for nuclear reactors.
947,055	Commissariat a l'Energie Atomique	Devices for performing spectrum analysis in particular in the far ultra-violet region.
1,032,333	Chinoin Gyogyszer-Es Vegyeszeti Termekek Gyara RT.	Production of compounds of the B12-vitamin group.
1,032,650	Chinoin Gyogyszer-Es Vegyeszeti Termekek Gyara RT.	Diphenyl-propylamine derivatives.
1,034,739	Glaverbel	Steering differential for towed or self-propelled vehicles.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

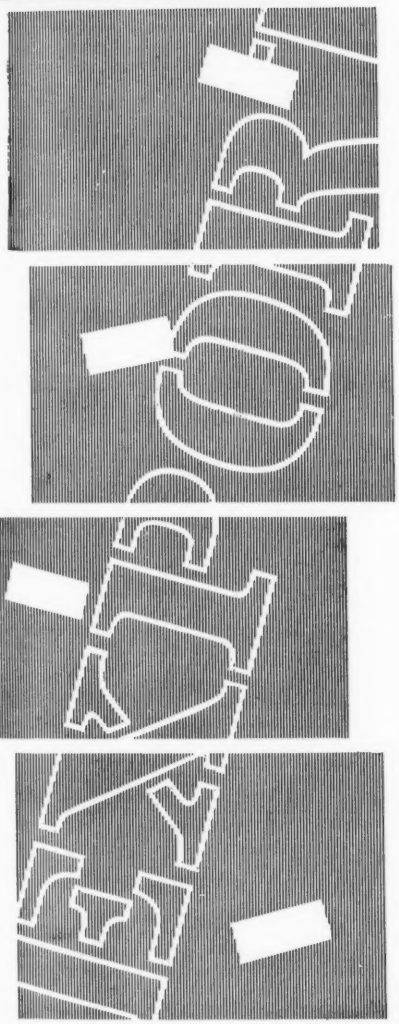
UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

SPOTLIGHT ON OVERSEAS TRADE No. 13



The present position of tariffs in the EEC and EFTA and possible developments in the near future are summarised in the Midland Bank pamphlet entitled:

The EEC, EFTA and TARIFFS

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New Books

Building EFTA; a Free Trade Area in Europe. European Free Trade Association Secretariat. (147 pages. Free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1; Tel. Abbey 7877, Ext. 2479 and 2480). The European Free Trade Association passed a significant milestone on December 31, 1966, with the elimination of customs duties and quantitative restrictions on trade in industrial products between member countries. It is appropriate, therefore, that the Secretariat should have produced at this juncture a full account of the Association's progress and achievements in the seven years that have passed since the signing of the Stockholm Convention. The first few chapters trace the background to the creation of EFTA, and the development of both its internal and external activities. Then follows an account of EFTA's institutions showing how they have developed in practice. The longest chapter, amounting to about a third of the whole book, deals with the central topic of the development of free trade in industrial goods in some detail. It traces the gradual elimination of import duties, the treatment of revenue duties and internal taxes, the consequences of the rules of origin and related provisions of the Convention, the elimination of export duties, and the action taken to deal with quantitative restrictions on trade. Subsequent chapters deal with the action taken to date to remove indirect barriers to trade (which may arise from government aids, restrictive business practices, or dumping, for example); with the special provisions regulating trade in agricultural and fishery products; and with the safeguard and escape clauses of the Convention.

Incomes Policies; Some Foreign Experiences and Their Relevance for Canada, by David C. Smith. (207 pages. Prepared for the Economic Council of Canada. Published by the Queen's Printer, Ottawa, $1.75.) In the first three chapters the author discusses the case for incomes policy and how it might be implemented. He then goes on to describe how the United States, the United Kingdom, the Netherlands, Sweden and France have tackled the problem. The United States Government has tried several approaches to wage-price policy since the war, and in 1962 some 'guideposts' were published by the President's Council of Economic Advisers. These guides would, if followed by management and labour in the determination of wages and prices, achieve approximate price stability. Their nature and use are continually being modified, but the author explains the principles involved and what effect they have so far. A variety of experiments with incomes policy has been a distinctive feature of post-war British economy. It has, however, been maintained more because of the practical problems of resolving the recurrent balance of payment difficulties than because of strong ideological belief in the desirability and efficiency of such a policy; and not until 1964 did it become an active policy on the part of the Government. The author gives a description of the situation up to the publication of the policy statement on the prices and incomes standstill (Cmnd. 3073). The situation in the Netherlands is the reverse of that of any other Western country. After the war the Dutch Government introduced a strict form of centrally supervized system of determining wages and prices, but the trend during the past decade has been in the direction of greater liberalization. In 1963 the system disintegrated when a wages explosion occurred. In 1966 the Government again took steps to tighten the control, although the controversy continues. The Swedish Government has so far rejected incomes policy, considering it an undesirable instrument of stabilization. Nevertheless, a kind of national wages policy has evolved largely through the private, highly centralized labour market institutions. This system has worked very well, but the tension created during last year's wage negotiations led to pressure for a major reconsideration of the whole system. In France recent interest in incomes policy has developed in conjunction with medium-term economic planning. A price freeze was introduced in 1963 as part of the Government's stabilization programme. In its recent easing of controls the Government has invited producers to agree to certain rules for the future movement of prices. The book contains long detailed bibliographies which include material issued right up to its date of publication.

Diplomatic Conference on the Unification of Law Governing the International Sale of Goods, The Hague, April 2-25, 1964. Records and Documents of the Conference. (2 volumes. 125 Dutch florins, by post 130 florins, from Staatsuitgeverij, Christoffel Plantijnstraat, Den Haag, Netherlands.) The two conventions drawn up at the conference (relating to uniform laws on the international sale of goods, and on the formation of contracts for the international sale of goods respectively), together with the final act of the conference, were published by HMSO in 1964 as Cmnd. 2415 (price 3s. 6d., by post 3s. 11d.). These conventions require each contracting state to incorporate the uniform laws into its own legislation; and the Uniform Laws on International Sales Bill, at present before the House of Commons, will effect this for the United Kingdom when it has been passed. The two volumes under review, which together contain over 1,000 pages, contain the fullest possible documentation on the work of the 1964 conference. The first volume consists mainly of the record of the discussions at the plenary sessions of the conference and at the committee meetings. It also contains the texts of the final act and the two conventions as adopted by the conference, together with a commentary on the conventions by Professor A. Tunc of the Faculty of Law and Economic Sciences in Paris, rapporteur of the Special Commission which drafted the uniform law on the international sale of goods. The second volume contains the successive drafts of the uniform laws and the conventions, from 1956 on, reports of the Special Commission, the comments and amendments of governments submitted before the opening of the conference, and the amendments submitted by delegations during the conference. This volume also contains a subject index to the whole work. Illustrating, as it does, the development of ideas on the matters dealt with in the uniform laws, and disclosing the conference's intentions and reasons for choosing the wording finally adopted, this work will be of considerable value to those who will be concerned with the practical application and interpretation of the uniform laws in the future.

En Distributionsekonomisk Studie över den Svenska Exporten av Sagade och Hyvlade Trävaror till Storbritannien, by Lennart Nellbeck. (2 volumes. Scandinavian University Books, Drottninggatan 20, Stockholm. Volume 1, 40kr; volume 2 42kr). This study of Sweden's exports of sawn and planed softwood to Great Britain is worth bringing to the attention of those interested in the timber trade and to students of marketing theory for two reasons. Firstly, it is provided, in volume 2, with an English language summary of the contents of both volumes; secondly, it adds to the literature of a subject on which little, at least in English, has been published since *The Sawmill Industry in Scandinavia and Finland and the Exports of Sawn Softwood from these Countries,* by Eino Saari (London and Cambridge Economic Service, 1936). Volume 1, **Trävaruexport – Distributionsvägar och Förbrukning** (the export of softwood – distribution channels and consumption. 138 pages) includes an account of the structure of the sawmill and planing industries in Sweden; an historical survey of methods used in Sweden's softwood export trade and a more detailed examination of procedures used in exports to Britain; an analysis of Britain's import and consumption of softwood and a description of the British softwood distribution system. Volume 2, **Trävaruexportens Distributionsled – en Modell** (the distribution levels in softwood export – a model. 166 pages) begins with an account of the description model constructed for use in this study. Since this chapter contains many ideas applicable to marketing in general, the author has provided a complete translation of it. The other chapters deal with the consumer, the importer, the agent, and the exporter of Swedish softwood, and the author states his conclusions concerning the future competitive position of the Swedish softwood industry in the British market. Both volumes contain a number of statistical tables and a bibliography.

Directory of the Czechoslovak Manufacturing Industries. (390 pages. Flegon Press, 24 Chancery Lane, London, W.C.2. 10 guineas.) This is the second substantial Flegon Press directory of an Eastern European country to appear in recent years. The first was a *Soviet Trade Directory* which was published in 1964 and was noted in the *Board of Trade Journal* for August 7, 1964, page 273. The publishers say that this new directory gives the businessman the opportunity to bring his products directly to the notice of the potential Czech user. The directory contains lists of manufacturers and trusts classified under the following broad headings: mining, power and gas, quarrying, building and allied industries, chemical and allied industries, metal manufacture, mechanical engineering, vehicles and aircraft, electrical engineering, printing, textiles, clothing, leather and footwear, pottery and glass, timber and furniture, toys, games and sports equipment, food, drink and tobacco. Two categories, the co-operatives and the enterprises run by local government, are omitted. The entries are brief and are confined to the name and address of the manufacturing concern with a commodity breakdown in English and a list of subsidiary plants. The directory concludes with a name index and a product index, but no indication is given of the date of compilation.

Glossary of Management Techniques, by HM Treasury. (26 pages. 2s. 9d., by post 3s. 2d., from HMSO and Government bookshops). The Management Accounting Unit of the Treasury prepared this booklet for the use of Civil Servants, but as the techniques described are applicable generally, the booklet has now been made available to a wider audience. A more descriptive title would have been 'Glossary of Scientific Management Techniques' for the glossary contains brief descriptions in layman's terms of more than 60 specialized techniques, such as cost benefit analysis, discounted cash flow, linear programming and network analysis. Noteworthy features are the supplementary notes and examples given for each definition, followed in many cases by a very select reading list for those who wish to study a technique in greater depth. The arrangement is alphabetical by technique, but for some definitions a generic heading is given, for example, Investment analysis, sub-divided further by individual techniques, which has the advantage of grouping related topics.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, FEBRUARY 7

Trade with Rhodesia

The President of the Board of Trade was asked what was the estimated loss of exports to Rhodesia in the year ended November 1966, and what was the reduction in the United Kingdom imports from Rhodesia comparing the year ended November 1966 with the previous year. He replied that before January 1965 trade with Rhodesia was not separately distinguished in the United Kingdom trade statistics, but was included with that of the former Federation of Rhodesia and Nyasaland. Imports from and exports to Rhodesia in the first 11 months of 1966 and the corresponding period of 1965 were given on page 281 of the Overseas Trade Accounts for November 1966. The difference in the export totals, however, did not give a good measure of any loss to United Kingdom exports as a result of sanctions, since some goods recorded as exported to Rhodesia in 1965 would have been subsequently re-exported to other countries and in 1966 many such goods would have been consigned direct to their eventual markets. In addition, some exporters may have found alternative markets in 1966 for goods that would have been exported to Rhodesia.

British exhibition in Turkey

Asked if he would seek to arrange for an exhibition of British goods, machinery and equipment to be held in Turkey, Mr. George Darling, Minister of State, Board of Trade, replied that a British Pavilion at the International Trade Fair at Ismar was organized each year by the British Chamber of Commerce in Turkey with financial assistance from the Board of Trade and special import facilities from the Turkish Government. It provided a good opportunity for British firms to show their products. In 1966 some 230 British firms were represented.

Mr. Darling continued: 'The Board of Trade are also ready to consider assisting any suitably sponsored specialized exhibition provided it has sufficient support from the British industry or industries concerned, that a worthwhile increase in British exports would be likely to follow and that any necessary import facilities for exhibits would be provided by the Turkish Government.'

Anglo-Turkish trade

Answering a question on proposals to increase Anglo-Turkish trade, Mr. George Darling said that the usual export promotion facilities and services were available as appropriate to assist British exporters to Turkey. United Kingdom exports to Turkey increased from £16.9 million in 1964 to £23.6 million in 1966.

Shrewsbury-London air link

A member asked, in view of the reduction of the direct rail services between Shrewsbury and mid-Wales and London, what steps were being taken to use service establishments for an air link. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, answered that the discussion with the Ministry of Defence to which the Minister of Aviation referred on March 9, 1966, had led to the conclusion that, as a result of changes in the functions of the Royal Air Force Station at Shawbury, scheduled civil services could not be accepted. There were no service airfields in Mid-Wales. Mr. Mallalieu went on: 'I should add that no requests have been received to use Service establishments for a regular air service between Shrewsbury and London.'

Export credit guarantees

Asked if the Government had considered in respect of short term, medium term and long term export credits respectively the relationship between such credits covered by export credit guarantees and the balance of payments; whether the wide use of such guaranteed credits had resulted in an increase of exports; and what was the effect on the balance of payments of instalment repayments of these credits, Lord Walston, Parliamentary Secretary, Board of Trade, said:

'The answer to the first part of the question is, Yes. Similarly the answer to the second part is, Yes. With regard to the third part, every time an instalment repayment is received, our balance of payments benefits both from the capital repayment and the interest due.'

WEDNESDAY, FEBRUARY 8

Assistance to textile industry

What further plans had the President to help the textile industry? Mr. Jay replied: 'This Government has already introduced major measures of assistance to the industry, notably in the control of cotton textile imports from most countries in the world for a period up to 1970. We have the industry's problems constantly in mind in other international discussions; and we are working with the new Textile Council on a major survey of productivity in all its aspects. I expect the industry, for its part, to take the fullest advantage of the breathing space we have provided to increase its own competitiveness.'

In reply to another question he said that 58 mills were known to have closed down in Lancashire in 1966, of which 26 were engaged in spinning.

Help for wool exporters

Asked if he would give details of the measures taken by HM Government to help wool exporters, the President said that a special grant had been made to assist the industry's sales promotion in the United States. Representations had been made to foreign governments on matters of concern to wool manufacturers. The industry had also taken advantage of the full range of general export services provided by the Government.

Investment grants

In reply to a question about the lack of specific guidance as to which types of machinery and plant qualified for investment grants and that the booklet recently published by his department had done little to clarify the position, the President said: 'The booklet has been generally recognized as helpful, and for the great bulk of investment it is quite clear whether it is eligible or not. In cases of doubt, the Investment Grants Offices are ready to answer inquiries.'

Capital of registered companies

The President was asked whether he would give a list of companies, other than insurance companies, with a capital of less than £100,000. Mr. Jay said in reply that as there were some 500,000 companies with a capital of less than £100,000, the work of producing a list would not be justified.

Other questions were answered regarding motor insurance.

Better credit for shipbuilders

Asked what representations he had received from the shipping industry as to the need for better credit terms when they ordered from British shipyards, to remove the present advantages of their competitors who ordered here, the President said he was considering representations on these lines from the Chamber of Shipping.

Nickel from Canada

Would the President make representations to the Canadian Government urging them to increase the proportion of the nickel exports sold to this country, in view of the requirements of British industry? He replied that he was watching the position closely, but was satisfied that the United Kingdom was receiving a fair share of the exports of Canadian producers.

Siting of Patents Office

Asked what alternative sites were being considered for the Patent Office, other than Croydon, Mr. Darling said: 'We are at present considering a particular site in Croydon. Should this prove unsuitable, other sites would have to be considered, but I would not regard the South Bank as appropriate in the light of the Government's general policy of reducing congestion in Central London.'

Trade Fair at Accra

To what extent is Great Britain taking part in the trade fair at Accra? Mr. Darling replied that the Board of Trade were assisting British industry by providing a British Pavilion at the Ghana International Trade Fair. The British display was one of the largest in the Fair and occupied over 35,000 sq. ft. It contained 28 stands, in which over 100 British companies were represented. Other British companies were also exhibiting independently.

Debate on the Press

The President and Mr. Patrick Gordon Walker, Minister without Portfolio, spoke in the adjournment debate on the Press. (*Hansard* Cols. 1663-1785).

THURSDAY, FEBRUARY 9

Capital expenditure in Wales

Asked what was the amount of capital investment per head of population in Wales in 1966; and how this compared with the preceding year, the President gave the following information:

		Capital expenditure per head of population in Wales
		£
Manufacturing industry	1965	21
Gas, Electricity and Coal Boards (1)	1965/66	27
Public expenditure on construction other than in the fuel and power industries	1964/65	25

(1) Deep coal-mining operations only.

Figures for years later than those shown or for other industries are not available.

Wool textile tariffs and quotas

Asked what discussions were in hand or envisaged with Uruguay, Brazil, the Argentine and Chile concerning tariffs and quotas in these countries related to wool textiles, the President said that representations had been made and would continue to be made at every suitable opportunity about the very high tariffs and other restrictive regulations imposed by these countries on imports of wool textiles. He was glad to say that the Brazilian Government were introducing some relaxations from March 1.

Airline debts

Asked what amounts of debt had been written off airlines by the Government from 1965 to 1966 in Wales, Scotland, and England, respectively. Mr. J. P. W. Mallalieu said: 'There has been only one British airline for which capital debt to the Government has been writen off. Provisions included in the Air Corporation Act 1966 had the effect of relieving BOAC as from April 1, 1965, of all liabilities in respect of capital borrowings amounting to £110 million.'

FRIDAY, FEBRUARY 10

Industrial development certificates

Answering two questions on the number of applications for industrial development certificates Mr. George Darling said that 3,212 applications for projects over 5,000 sq. ft. were approved during 1966, of which 429 were for the North-West Region. It was not the practice of the Board of Trade to publish statistics of the total number of applications received or refused or the totals for regions which included congested areas, as such figures would be misleading. Because of the tough i.d.c. policy in the more congested area, many firms were dissuaded from replying or did not press their applications to the point of formal refusal.

A further question concerned the building of advanced factories in 1965 and 1966, to which Mr. George Darling replied that approval was given for the building of 26 and 39 advance factories in 1965 and 1966 respectively. Of these two were for construction in the North West Region, both in the Merseyside Development Area. None was approved for Furness.

Replying to a question on how many state-owned industries had been set up in Wales since 1964; where they were located; and how many men and women they employed the President said 'Since 1964, I have issued 12 industrial development certificates relating to manufacturing projects undertaken by state-owned industries, all in industrial South Wales. These projects are estimated by the applicants to provide employment for 226 men and 310 women. Since October 1964, 24 state-owned advance factories have been approved for construction in Wales.'

Imports of newsprint

Asked what was the total amount and value of newsprint used in this country in 1955, in 1960 and in the latest convenient year; what proportion of this amount was imported in each of these years; and from what countries it came, Mr. George Darling said: 'Quantities of newsprint consumed in the United Kingdom and imports are given below. Figures of the value of newsprint consumption are not available.

	Home consumption Th. tons	Imports Th. tons	Imports as proportion of home consumption per cent.
1955 .	882	403 (of which): Canada 257, Finland 80, Sweden 48, Norway 14	45·6
1960 .	1,266	615 (of which): Canada 411, Finland 116, Sweden 68, Norway 19	48·6
1966 .	1,398 (a)	632 (of which): Canada 338, Finland 203, Sweden 52, Norway 38	45·2

(a) Provisional estimate based on figures for January to November.

Increased imports

Asked for statistics showing percentage increases by value and volume of imports of manufactured consumer goods and manufactured capital goods, respectively, for each year since 1958. Mr. George Darling gave the information, so far as it was available, in the following table. Volume estimates are not calculated for the separate categories of consumer goods and capital goods. Percentage changes in value are not available before 1959.

Imports of manufactured consumer and capital goods (a)
Percentage change in value on previous year

	Consumer Goods (b)	Mainly Capital Goods (c)
1959 . .	+54	+13
1960 . .	+35	+38
1961 . .	— 3	+13
1962 . .	+ 9	+ 8
1963 . .	+23	+ 2
1964 . .	+23	+31
1965 . .	—11	+14
1966 . .	+11	+13

(a) Only goods in Sections 7 and 8 (Finished Manufactures) of the Trade Accounts are included. Some manufactured consumer and capital goods are classified to other Sections. The allocation between consumer goods and capital goods is to some extent arbitrary as some imports, e.g. motor cars, may be considered as appropriate to either category. Such manufactures have been allocated to one of the two groups according to whether most of the imports in a particular trade account heading were thought to be purchased by individuals for personal use or by businesses as part of their capital equipment.
(b) Includes cars and motor cycles, other durable goods, works of art, clothing and footwear and other non-durable consumer goods.
(c) Includes machinery, road vehicles other than cars and motor cycles, aircraft, rail vehicles, ships and boats, instruments and other finished manufactures.

MONDAY, FEBRUARY 13

ECGD backing for shipbuilding orders

The President was asked if he would inquire into the working of the Export Credit Guarantee Department as it affected orders for shipbuilding; and if he would make a statement. He said: 'I am satisfied that the credit facilities available to British shipbuilders backed by ECGD compare well with those available to shipbuilders anywhere in the world. The ECGD facilities include: greatly reduced premiums in appropriate cases for sales secured by a ship's mortgage; special arrangements to offer terms of credit at least as long as those available from any other country; and financial guarantees for ocean-going ships with a minimum order value of £1 million, compared with £2 million for all other types of project. Bank finance for export credits covered by an ECGD Bank Guarantee or Financial Guarantee at a fixed interest-rate of 5½ per cent, although not limited to the shipbuilding industry, has proved of particular benefit to that industry in securing export orders. In the last two years 45 contracts have been supported, to a value of £90 million'.

Protection of Depositors Act

Asked how many companies submitted accounts to the Board of Trade under section 5(1) of the Protection of Depositors Act 1963 in each of the years since the commencement of the Act; and how many of his staff were engaged in the investigation of those accounts, the President said that accounts were submitted by 95 companies in 1964, 112 in 1965 and 111 in 1966. The investigation of the accounts was undertaken with other work, but occupied the equivalent of the full time of three officers.

Answering a further question on the Act; i.e., how many companies, subject to the Protection of Depositors Act 1963, were overdue with the submission of required accounts; and what was the length of delay in each case, Mr. George Darling said that accounts from 12 companies were overdue. In three cases where accounts were overdue by 13, eight and seven months respectively, special circumstances applied. In the nine other cases the accounts were overdue by four months in three cases, and by less than two weeks in two cases. The Board of Trade were pressing for accounts from the companies concerned; under Section 5(1) of the Act these were prohibited from advertising for deposits while their accounts were overdue.

A member asked in how many cases had the President used his powers under section 3(1)(*a*) of the Protection of Depositors Act 1963 to place restrictions on the form of advertising for deposits. The President said: 'Section 3 empowers the Board of Trade to make regulations dealing with the contents and form of advertisements for deposits. The Protection of Depositors (Contents of Advertisements) Regulation 1963 were made accordingly on August 13, 1963.

Oil pollution of beaches

Asked what methods of preventing oil from polluting Britain's beaches he had discussed with the Inter-Governmental Maritime Consultative Organization and the Warren Spring Laboratory in London called for the purpose of planning the separation of oil discharged by ships from sea water; and, as a result, how he planned to prevent pollution and cleanse British sea beaches, Mr. J. P. W. Mallalieu said that the Intergovernmental Maritime Consultative Organization had recently discussed the 'load on top' system already used by many tankers and the development of improved equipment for ships to separate oil from water and to measure the oil content of ships' discharges. Widespread adoption of the 'load on top' system and the development of such equipment would help to reduce pollution from ships. The Board of Trade and the Warren Spring Laboratory of the Ministry of Technology were playing a full part in this work. Methods of cleaning beaches were being studied by a working group set up by the local authorities' associations and the Institute of Petroleum.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Feb. 21 & 22	**Heavy equipment, machine tools, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

3-tons to 130-tons overhead DC electric travelling cranes by Craven, Babcock & Wilcox, Royce, Vaughan, Clyde and other manufacturers; 200-tons steel gantries; portable workshop cranes; lathes; grinders; blowpipe cutting machines; pipe bending machines; wheel grinders; polishing and buffing and shaping machines; arc welding machines; woodworking machines; transformers; generating sets; paint spraying compressor plants; Climax diesel fork lift truck; universal testing machine 100-ton capacity; industrial auto trucks 1-ton capacity; pumps and motors; surface plates and tables; micrometers and verniers; motor vehicle spares; 30-ft. wood extending ladders; furniture, including oak dressing sets; oak bookcases; single and double wardrobes; dining and folding chairs; adjustable armchairs; single and double beds; tables, various; clothing and textiles including men's and women's raincoats; greatcoats; BD trousers and blouses; shirts various; sheets and pillows; mattresses; blankets; leather boots; shoes; tent inner and outer roof sections; marquee wall ends; mixed rags; old hessian, canvas, carpet, leather; crockery and glassware; cutlery, etc; large quantity of miscellaneous hand tools and spares.

Feb. 28	**Technical equipment, miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. Bicester 2073.)**

Omega wristwatches; monoculars; miniature telescopes; compasses; stop watches, etc.; metal shearing machine; lathes; grinding machine; electric furnace, tilting crucible furnace; baling press; compressors; generators; fire-fighting equipment including 3 Dennis self-propelled fire pumps; 27 Coventry Climax firepump trailers; vehicle, electrical and radio spares; water containers; gravity roller conveyors; ladders; hand tools; nuts, bolts, screws, nails, rope, wire, etc.; boots; sleeping bags; netting, tarpaulins; furniture; cutlery; kitchen utensils, etc, and a large quantity of miscellaneous equipment.

March 7 & 8	**Vehicles, machine tools and miscellaneous stores.**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent (Tel. Burton-on-Trent 5061.)**

Austin 'Champs'; Landrovers; 1 and 3-ton trucks and tractors; recovery vehicles; ½ and 1-ton trailers etc.; Leyland 6-cyl. diesel engines; motor vehicle spares; miscellaneous aircraft spares; hydraulic aircraft servicing trolleys; motor-driven vacuum pumps; electric motors; laboratory equipment; mobile compressors; portable electric and pneumatic hand tools; electrical and electronic equipment; Ottway telescopes; machine tools including H/D radial 'Knuckle Arm' routing machine; hydraulic bonding machines; 3½-in. and 8 in. SS and SC centre lathes; 18 in. and 30 in. dia cold saws; single spindle vertical automatics; bearings; valves; cable; textiles and webbing pouches; and a large assortment of miscellaneous stores.

Mar. 16 & 17	**Machine tools, technical equipment**	**Western Command, Ordnance Depot, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)**

Machine tools, including lathes; surface grinding and shaping machines; pedestal engraving machine; horizontal milling machine, etc.; radio equipment and spares; aircraft spares; wire and cable; electric motors; tool kits; water tanks; medical stores; ammunition and kit lockers; steel cupboards; wooden pallets; furniture; clothing, including mackintoshes; greatcoats; boots; shorts; shirts; vests; pyjamas; berets; BD trousers; leather jerkins; jackets, etc. and a large assortment of miscellaneous stores.

SALES BY TENDER

GREENBAT SINGLE BLOW HORIZONTAL OPEN-DIE FORGING MACHINE

Tender forms obtainable from Ministry of Defence, Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders must be returned by 10 a.m. on March 2, 1967.

MACHINE TOOLS

Bench and pillar drills; surface grinder; centre lathes; universal miller; hack saws; slotting and shaping machines; sheet-metal working and woodworking machines; arc welders, etc. Located at Ministry of Defence (AD), Royal Ordnance Factory, Chorley, Lancs., and Ministry of Defence (N), Storage Depot, Risley, Lancs. Tender Forms obtainable from Ministry of Defence (AD), Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tender must be returned by 10 a.m. on March 9, 1967.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966						109									
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	158	182	171	+102	+105	+20	—15
4th quarter						109									
1966															
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131•				108									
November		129•				109									
December						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966			136·9	+3·9	114·5•	133·0•	168·4	325	255		158	155	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109•	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter			138·6	+3·8	113·0•	133·5•	169·8	417	206		147	163	
1966													
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122•	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115•	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109•	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157•	105•	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155•	107•	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December			139·0	+3·7	112·6•	133·5•	169·8	449	200		157	158	
1967													
January					112·6•	133·6•		454	191		173•	174•	

• Provisional. † Not seasonally adjusted

United Kingdom trade in January

Summary

IT NOW seems clear from the run of recent figures that the underlying trend in exports is quite strongly upwards. The current level is substantially higher than a year ago. There was a strong rise in imports in the last two months following low figures in October and November before the import charge was lifted, but taking the last four months together the average was some 2 per cent lower than in January-September of last year.

Table 1 (a). United Kingdom Trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964. . . .	368	475	13	—45
1965. . . .	394	479	14	—23
1966. . . .	420	496	16	—12*
1965 1st quarter .	383	458	13	—14
2nd quarter .	381	485	13	—41
3rd quarter .	399	489	15	—26
4th quarter .	410	490	16	—12
1966 1st quarter .	414	507	16	—26
2nd quarter .	394	495	16	—36
3rd quarter .	425	513	16	—24
4th quarter .	443†	470†	17	+29*
August . .	440	524	17	—19
September . .	429	491	15	— 4
October . .	442	478	18	+30*
November . .	459	437	16	+78*
December . .	425†	507	16	—21*†
January* . .	472	554	18	— 9*
Aug.-Oct. . .	437	498	17	+ 2*
November 1966-January 1967*	452	500	17	+16*

*Provisional estimates.
†Revised estimates.

Table 1 (b).

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter . .	374·0	464·9	13·6
2nd quarter . .	401·7	487·0	14·0
3rd quarter . .	380·6	476·1	14·0
4th quarter . .	419·7†	489·0†	15·9
1966 1st quarter . .	422·2	514·9	16·9
2nd quarter . .	399·4	498·0	16·3
3rd quarter . .	400·9	499·7	14·1
4th quarter . .	458·2†	472·0†	17·3†
November . .	495·6	454·3	17·0
December . .	434·6†	500·3†	16·2
1967 January* . .	451·2	584·0	16·2

*Provisional estimates.
†Revised estimates.

Trade Balance

The trade deficit in January was £9 million, seasonally adjusted. The underlying position in recent months has been uncertain owing to the irregularity in imports associated with the lifting of the import charge. Over the year 1966 the trade deficit averaged £12 million a month.

Exports

Exports in January reached a new record level of £472 million, seasonally adjusted. This figure may be erratically high; individual monthly totals are variable and it is particularly difficult in the December and January figures to apportion the effects of the Christmas holiday. However, the January total, taken with the figures in the latter part of 1966, shows that the underlying trend in recent months has been quite strongly upwards and that the level of exports is running substantially above that in the early part of last year. In the three months November-January, exports averaged £452 million, an increase of 3 per cent over the previous three months and 10 per cent above the level in the corresponding period a year earlier.

An important part of the increase in exports in recent months has been in shipments to Western Europe. Though these have been variable in individual months the good January figure provided further evidence of a recovery to that area after the weakness in the middle of last year. Exports to both the Common Market and EFTA groups of countries were 7 per cent higher in the three months November to January than in the preceding three months. Exports to the sterling area showed renewed growth towards the end of 1966; the rise in deliveries to North America continued.

Exports of most categories of goods were higher in the last three months than in the previous three months. Exports of machinery continued their growth of the last two years. Exports of both non-ferrous metals and iron and steel increased, as did deliveries of chemicals. Shipments in the food, drink and tobacco sector showed particularly strong growth, due in part to the high level of cereal exports.

Imports

Imports in January were £554 million, seasonally adjusted. This represented a further substantial rise, following the increase in December, from the abnormally low figures in October and November before the lifting of the import charge. A large part of the increase over the last two months was in categories of goods which had been subject to the charge up to the end of November. The increase in these goods in January was less than that in December. Until the rate of importing of goods affected by the charge settles down to a more normal level, the underlying trend in imports as a whole is likely to remain uncertain. However, taking the last two months with October and November, the average level of imports was about 2 per cent lower than their level during the first nine months of last year.

Taking the last four months together, most main categories of imports were on average lower than in the first nine months of last year. Among those groups which were affected by the import charge (and notwithstanding the recovery in December and January) imports of chemicals were 7 per cent lower and of other semi-manufactures 5 per cent lower, and only finished manufactures showed an increase, of about 1 per cent. Among non-chargeable goods, imports of basic materials were 6 per cent lower and there was a fall of 2 per cent in the food, drink and tobacco group. Imports of fuels were about 2 per cent higher.

Note:

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

WHOLESALE PRICE INDEX NUMBERS

Little movement in most prices

PRICES OF MATERIALS and fuel used in manufacturing industry, which weakened in the third and fourth quarters of last year, remained unchanged in January from the level prevailing in the fourth quarter of 1966.

Output prices of home market sales of all manufactured products began to level off in the third quarter of 1966 and remained steady to the turn of the year. In January, however, prices edged up slightly compared with previous months mainly because of a rise of about ½ per cent in the provisional index for the food sector.

Materials and fuel used in broad sectors of industry

There was little change in the provisional index for January for

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1966								1967
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·1	110·2	112·4	111·1	110·0*	110·0	112·5	112·6	110·9	109·7	110·0	110·1	110·0*	110·1*
	Basic materials	103·5	105·8	107·3	105·8	104·3*	105·6	107·5	107·5	105·5	104·2	104·4	104·4	104·2*	104·4*
	Fuel	143·4	144·1	151·4	151·9	153·9*	143·8	151·4	151·8	152·0	152·0	153·6	154·1	154·1*	154·1*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	111·5	113·7	116·8	114·6	113·0*	113·0	117·0	116·7	114·2	112·8	113·3	113·3	112·5*	112·6*
	Basic materials other than fuel	106·0	108·3	110·7	108·0	105·9*	107·6	111·0	110·6	107·6	105·9	106·2	106·1	105·2*	105·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·0	103·9	103·7	104·4	104·0*	104·6	103·6	104·6	104·6	104·0	103·6	103·6	104·7*	105·0*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	117·1	117·3	117·7	116·7*	117·3	117·2	117·9	117·9	117·3	117·1	116·5	116·4*	116·0*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	142·5	146·6	151·8	149·5	149·2*	145·0	152·4	152·5	148·6	147·2	149·1	149·5	148·9*	149·0*
	Materials and fuel used in the electrical machinery industry.	133·8	139·0	146·6	144·2	142·2*	137·2	148·4	148·6	143·1	140·8	142·2	142·6	141·8*	142·0*
Order X	Materials and fuel used in the textile industries	96·3	96·6	98·8	97·6	95·1*	96·0	98·9	98·8	97·8	96·4	95·2	95·0	95·0*	95·0*
Order XIV	Materials and fuel used in the timber industries	120·6	121·0	122·0	122·7	122·8*	120·8	122·4	122·6	122·7	122·8	122·8	122·9	122·6*	122·7*
Order XV	Materials and fuel used in the paper industries	113·3	113·2	114·7	114·6	114·2*	113·0	114·8	114·9	114·5	114·4	114·5	114·7	114·1*	114·1*
Order XVII Part of Order XVII	Construction materials	131·4	131·9	134·1	134·3	133·8*	131·5	134·4	134·6	134·2	134·0	134·0	133·8	133·8*	133·7*
	House building materials	132·6	133·3	135·0	135·2	134·9*	132·8	135·4	135·6	135·1	134·8	134·9	134·9	134·8*	134·8*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1966								1967
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	All manufactured products: Total sales	129·7	130·9	132·3	133·0	133·1*	130·3	132·6	132·8	133·2	133·0	133·0	133·1	133·2*	133·3*
	Home market sales	130·9	131·8	133·1	134·0	133·9*	131·4	133·4	133·8	134·1	134·0	133·9	133·9	134·0*	134·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	129·3	130·5	132·2	132·8	132·8*	129·8	132·6	132·9	132·9	132·8	132·7	132·8	132·9*	132·9*
	Home market sales	130·5	131·4	133·1	133·8	133·5*	130·9	133·4	133·8	133·8	133·8	133·5	133·5	133·5*	133·6*
211 to 229	Products of the food manufacturing industries: Home market sales	121·1	122·3	123·3	123·6	123·7*	121·7	123·5	123·9	123·6	123·3	123·6	123·5	124·2*	124·9*
263 to 277	Chemicals and allied industries: Total sales	108·0	108·9	109·0	109·2	108·8*	108·4	109·0	109·2	109·3	109·1	109·1	108·5	108·6*	108·0*
	Home market sales	109·2	109·9	109·8	110·2	110·0*	109·7	109·7	110·1	110·3	110·2	110·1	109·9	110·0*	109·2*
311 and 312	Iron and steel industries: Total sales	132·1	132·5	136·0	136·6	136·0*	132·4	136·4	136·6	136·7	136·4	136·1	136·0	136·0*	136·0*
	Home market sales	137·1	137·2	141·6	142·1	142·0*	137·1	142·0	142·0	142·1	142·1	142·0	142·0	142·0*	142·0*
Order X	Textile industries other than clothing: Total sales	112·0	112·9	113·6	113·9	113·6*	112·4	114·3	113·9	114·2	113·6	113·6	113·6	113·7*	113·7*
	Home market sales	111·0	111·4	112·1	112·6	112·0*	111·2	112·4	112·6	112·7	112·6	112·3	112·1	111·8*	111·8*
Order XII	Clothing and footwear: Home market sales	116·3	117·3	118·9	§119·9	120·2*	117·2	119·4	119·8	120·0	120·0	120·1	120·1	120·2*	120·3*
Order XIV	Timber industries: Home market sales	123·5	124·3	125·0	125·6	125·7*	124·1	125·3	125·4	125·6	125·7	125·8	125·7	125·6*	125·6*
481 to 483	Paper industries: Home market sales	119·0	119·9	120·4	120·6	120·6*	119·6	120·4	120·5	120·5	120·6	120·6	120·6	120·6*	120·5*
Order XVI	New construction‡	136	139	140	140			140			140				

*Provisional figure. ‡Index of building costs figures relate to average for the quarter. § Revised figure.

materials and fuel used in the food industries, small rises in the price of meat and cocoa being largely offset by falling prices for some imported grain and sugar. In the non-food sector the provisional index for the chemical industry moved down again slightly but there were no significant movements in January in the index numbers for the other broad groups of manufacturing industries or in the index numbers for construction and house building materials. As the result of more complete information the index for the paper industries for December 1966 has been revised to show a fall of about ½ per cent compared with earlier months – a reflection of the removal of the import surcharge on newsprint.

Output of broad sectors of industry

The rise of about ½ per cent in the provisional index for the output prices of the food sector resulted mainly from increased prices for bread and, to a lesser extent, for some chocolate. In the non-food sector, the most significant change was in the provisional index for the output prices of the chemical and allied industries, which fell by over ½ per cent compared with the previous month. The index for clothing and footwear continues to edge up very slowly but there has been some slight easing back of prices in both the textile industries and timber industries in recent months.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *November* 25, 1966.

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1966				1967
	Jan.	July	Nov.	Dec.	Jan.
Coal†	158·6	169·4	174·3	174·3*	174·3*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·8	110·8	110·8
Flour	117·3	120·5	120·5	120·5	122·1*
Sugar, refined	118·5	110·2	108·7	111·5	110·9
Chocolate and sugar confectionery	111·1	111·3	§111·3	111·3	112·2*
Beer	127·7	128·6	136·0	136·4	136·4*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·4
Hard coke	177·0	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	125·8	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	139·6	140·8	140·8	140·8*
Lubricating oils and greases	130·0	131·9	131·3	131·3	131·3*
General chemicals	101·6	104·1	104·0	104·0*	100·1*
Pharmaceutical chemicals	62·7	57·8	57·6	57·5*	57·1*
Pharmaceutical preparations	101·9	102·8	103·2	103·2	103·2*
Toilet preparations	143·8	148·1	148·7	148·7*	148·7*
Paint for building and decorating	116·1	116·8	116·8	116·8*	116·8*
Soap	154·7	154·7	154·9	154·9*	154·9*
Soapless detergents	106·4	106·4	106·4	106·4	106·4
Synthetic resins and plastic materials	74·5	74·6	74·4	74·4	74·4*
Steel sheets	135·2	137·9	137·9	137·9	137·9
Tinplate	127·2	131·7	130·5	130·5	129·8
Other steel goods (exceeding tubes)	136·6	141·5	141·6	141·6*	141·4*
Steel tubes	144·2	151·7	151·7	151·7	151·8
Iron castings	150·9	155·7	156·2	156·2*	156·3*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·9	151·9
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	152·8	152·8	152·8	152·8
Forgings	138·3	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	194·4	189·1	172·5	168·6	170·3
Photographic paper and films, etc.	126·1	126·4	125·7	125·7	125·7
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·7	145·2	147·6	147·6	147·6*
Gramophone records	138·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	101·8	103·1	103·5	103·5	103·5*
Perambulators, etc.	128·0	130·7	130·7	130·7*	130·7*
Tools and implements	152·5	156·3	156·8	156·9	157·1*

	1966				1967
	Jan.	July	Nov.	Dec.	Jan.
Cutlery	136·1	139·0	140·0	140·0	140·0*
Cutlery (other than razors and razor blades)	140·8	149·1	151·2	151·2	151·2
Spoons and forks	159·2	168·2	168·2	168·2	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	164·2	171·2	171·2	171·2	176·3*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	98·0	99·4	98·9	98·3	98·4
Spun rayon yarn	104·0	102·8	101·7	102·7	102·7*
Irish linen yarns (wetspun)	125·1	127·6	127·6	126·3	126·3*
Cotton cloth	107·0	107·6	106·9	106·6	106·6*
Linen	136·0	137·2	137·3	139·6	139·6*
Rayon and acetate fabric	120·8	121·9	121·6	121·3*	..
Wool tops	79·6	83·0	75·6	75·6	73·8
Worsted yarns	97·2	99·8	95·5	95·3	95·0
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	102·0	104·3	102·3	102·2	102·2
Jute yarn	130·7	138·1	137·2	137·2	137·2
Jute piece-goods	136·4	146·7	147·6	147·6	147·6
Rope, twine and net	119·7	119·5	119·5	119·5	119·3*
Hosiery and other knitted goods	101·6	102·8	103·2	103·2*	103·1*
Carpets and rugs	128·4	131·4	131·7	131·7	131·8*
Canvas goods and sacks	117·5	119·6	113·3	109·5*	109·5*
Leather for footwear	123·7	132·6	128·5	128·5*	128·5*
Travel goods	131·0	136·9	136·9	136·9*	137·2*
Made-up clothing	116·4	118·8	119·2	119·3*	119·4*
Weatherproof outerwear	105·7	107·4	107·4	107·4*	107·5*
Men's and boys' tailored outerwear	118·7	120·7	121·5	121·5*	121·3*
Women's and girls' tailored outerwear	115·3	117·3	117·7	117·7*	117·7*
Women's and girls' light outerwear	113·9	116·7	116·8	117·3*	117·3*
Footwear (excluding rubber)	116·6	120·3	120·5	120·6*	120·5*
Refractory goods, including bricks	150·0	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·4	133·7	133·6	133·6*	133·6*
Building bricks, common, other than fletton, *ex works.*	140·2	141·6	141·4	141·4	141·4*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0
Electrical porcelain	137·6	137·6	137·6	137·6	137·6*
Domestic china and earthenware	151·0	158·7	161·7	161·7	161·7*
Glass (other than containers)	138·0	142·7	142·7	142·7	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7*

*Provisional figure. †This index is based on prices ruling on the last day of the month. § Revised figure. .. Not available

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1966				1967
	Jan.	July	Nov.	Dec.	Jan.
Cement, delivered	128·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1*	132·1*
Cast stone and cast concrete products	118·9	119·0	117·9	117·9	117·6
Home-grown hardwood	106·8	107·7	107·0	107·0*	107·0*
Domestic furniture	126·8	127·3	127·8	127·8*	127·8*
Bedding, etc.	121·3	121·3	120·6	120·6	119·8*
Wooden boxes, packing cases, crates, etc.	127·3	129·0	130·7	130·7	130·7*
Paper and board	115·1	115·4	115·4	115·4*	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	122·6	123·1	123·6	123·4*	123·5*
Wallpaper	138·0	138·0	138·0	138·0	138·0*
Paper bags	123·2	123·3	123·3	123·3	121·2*
Manufactured stationery	124·1	128·0	128·0	128·0	128·0*
Other manufactures of paper and board	111·8	114·4	114·4	114·4*	114·4*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·2	122·8	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4
Linoleum and felt base	142·4	151·4	151·4	151·4	151·4*
Brushes and brooms	143·7	145·3	145·4	145·4*	145·4*
Toys and games	130·4	131·7	132·6	132·6	132·7*
Sports equipment	143·9	144·5	144·5	144·5	144·5*
Pens and pencils	116·0	116·2	116·2	116·2*	116·2*
Other stationers' goods	133·4	136·2	136·5	136·5	136·5
Plastic mouldings	105·8	106·6	107·6	107·6*	107·6*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966				1967
	Jan.	July	Nov.	Dec.	Jan.
Hides and skins	115·7	141·5	111·3	109·9	109·8*
Imported	126·0	153·4	126·6	125·5	125·5*
Native	100·3	123·6	88·4	86·6	86·3
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	244·9	228·7	189·9	177·2	181·4
Lead, ex-ship, wharf or warehouse†	113·3	99·1	83·8	§84·4	82·8
Nickel, refined, delivered	131·9	131·9	137·5	144·1	144·3
Tin, ingot, min. 99·75 per cent, settlement price	197·9	177·2	167·3	168·1	166·4
Zinc, ex-ship, wharf or warehouse	140·3	122·7	133·6	132·4	129·6
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	108·4	101·6	101·1	105·3	105·4
Palm oil, c.i.f., in bulk	106·8	99·4	99·3	99·3	99·3
Whale oil, acid, soft, naked, ex-works	86·9	98·8	57·8	58·7	58·7
Pyrites, c.i.f., United Kingdom ports	64·1	71·3	69·6	69·3	69·3
Rubber, No. 1 R.S.S. one month future	103·3	96·4	92·7	90·5	89·2
Sulphur, crude (for acid making), c.i.f.	104·7	139·7	139·7	139·7	122·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·9	158·3	155·4	154·0	152·9*
Cotton, raw	69·7	68·6	64·7	65·5	66·0
Jute, raw, 'Export Firsts', c.i.f. Dundee	154·6	158·3	164·5	168·9	166·7
Jute, raw, 'Export Lightnings', c.i.f. Dundee	147·3	161·9	167·1	170·8	172·1
Silk, raw, delivered mill	153·9	155·9	180·3	182·8*	182·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	98·0	98·0	88·3	88·1	88·1
Wool, raw	82·5	87·2	79·1	78·2	78·2*
Crossbred, medium and coarse, c.i.f. U.K.	88·9	89·7	83·6	81·8	81·8*
Crossbred, fine, c.i.f. U.K.	86·2	90·7	83·8	82·8	82·8*
Merino, c.i.f. U.K.	77·7	83·6	75·2	74·4	74·4*
Timber:					
Imported hardwood (ex-yard or wharf)	116·0	118·2	118·2	118·4*	118·6*
Imported plywood (delivered to consumers)	116·5	117·3	116·6	112·4	112·4*
Imported softwood (delivered to consumers)	118·4	119·2	118·4	118·3	118·3
Woodpulp, imported	101·0	100·8	100·6	100·6	100·4*

*Provisional figure. §Revised figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25, 1966.

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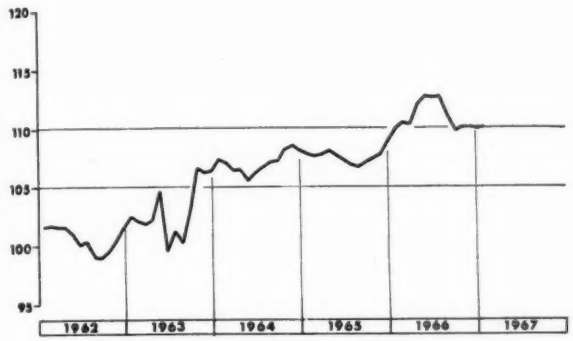
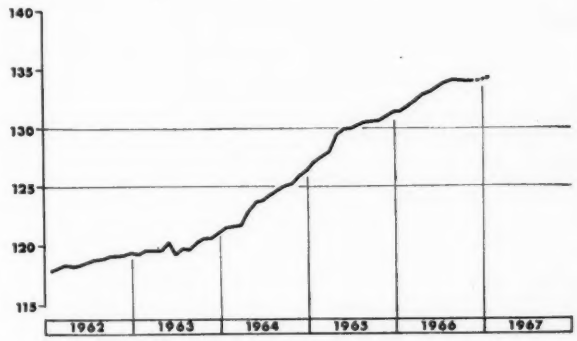
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

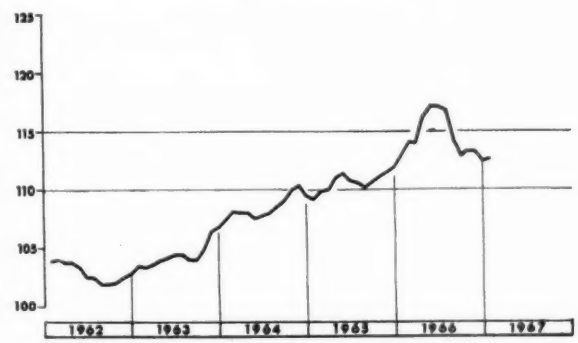


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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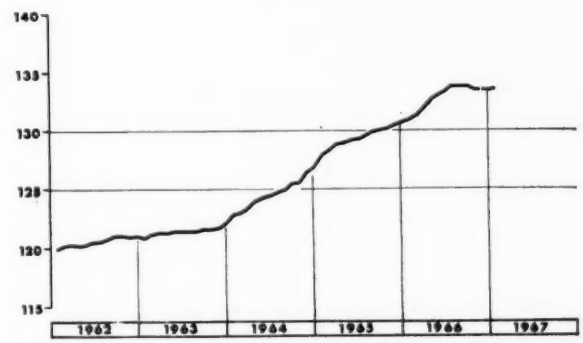
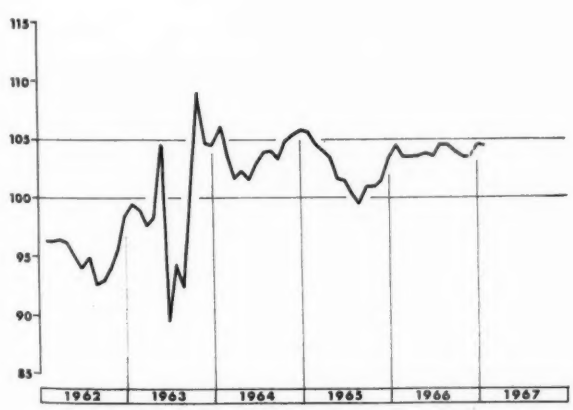
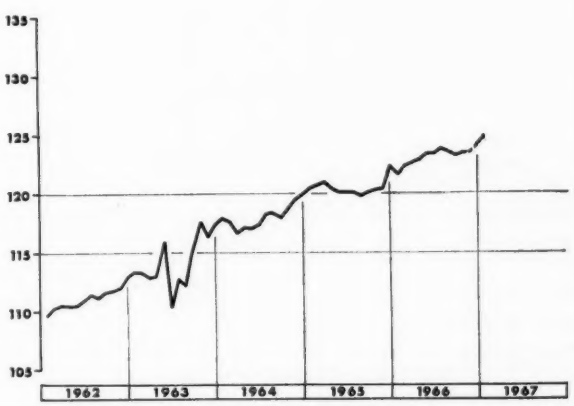


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)



OVERSEAS STERLING AREA TRADE SUMMARY

Overseas sterling area trade in the third quarter of 1966

AFTER LEVELLING OFF in the second quarter of 1966, exports from the overseas sterling area[1] in the third quarter, seasonally adjusted, increased by 4 per cent (Table A). Export trade with the non-sterling area was 7 per cent higher than the previous quarter and above the quarterly average for 1965, but exports of the overseas sterling area countries to each other showed only a marginal increase. There was a fall of 1 per cent in exports to the United Kingdom.

Imports also showed an increase; in the third quarter they were 10 per cent (seasonally adjusted) higher than in the second quarter, when they had fallen sharply. During the first three quarters of 1966, overseas sterling area imports were 6 per cent lower than in the same period a year earlier; imports from the United Kingdom fell by 6 per cent between the two periods.

Exports from the overseas sterling countries

In the third quarter of 1966 the value of exports from the overseas sterling area was £1,518 million, an increase of £109 million (8 per cent) on the corresponding quarter of 1965[2], 2 percentage points more than the rate of increase achieved in the previous quarter of the year. Exports to the United Kingdom were £9 million (3 per cent) higher than a year earlier and trade between the overseas sterling countries increased by £14 million (6 per cent). Most of the growth was in exports to the non-sterling area which were £86 million (10 per cent) higher. A substantial increase of 15 per cent in each case was recorded in exports to the EEC and to North America (a rise of £35 million and £34 million respectively). The decrease in exports to Soviet Eastern Europe and the People's Republic of China during the previous quarter of 1966 continued in the third quarter and exports fell by £21 million (23 per cent) compared with the same quarter in 1965.

Of the principal commodities shown in Table 3 the largest increase between the third quarters of 1965 and 1966 was in wool earnings, £22 million (25 per cent), though much of the increase was due to a rise in the price of wool. Earnings from a number of other commodities also increased, notably dairy produce by £11 million, meat and meat preparations by £10 million, hides and skins by £8 million and coffee by £6 million. Substantial falls in earnings to below the level of the third quarter of 1965 were recorded for cocoa (£19 million) and for wheat and tea (£14 million each). There was also a fall of £7 million in the value of copper exports notwithstanding a steep rise in the price of copper.

Most countries increased their exports in the third quarter compared with a year earlier. A major contributor was South Africa, whose exports increased by £29 million (25 per cent). Hong Kong also showed a substantial increase of £26 million (26 per cent). New Zealand increased her exports by £16 million (25 per cent); there was an increase of £8 million (74 per cent) to the United States and £3 million (81 per cent) to Japan. Australia's exports to the United Kingdom decreased by £5 million (12 per cent), to Soviet Eastern Europe by £5 million (62 per cent) and to the People's Republic of China by £11 million (67 per cent) as a result of the reduced output of wheat, but compensating increases were recorded in exports to Japan £14 million (33 per cent) and to the United States £8 million (25 per cent) giving an increase of £14 million (5 per cent) in her total exports for the period. Both Australian and New Zealand exports benefited from the higher price of wool, and of the increase of £8 million in the overseas sterling area's exports of meat and meat preparations Australia accounted for about £3 million and New Zealand for £2 million. Pakistan's exports rose by £6 million (18 per cent) mostly attributable to her exports to the non-sterling area, but exports to the United Kingdom decreased by £1 million. Total exports from the Irish Republic increased by £2 million (3 per cent); the increase of £4 million (8 per cent) recorded for exports to the United Kingdom was partially offset by a reduc-

(1), (2), see 'Statistical Notes,' page 442.

Continued on page 440

Table A. Overseas sterling area trade

(SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1963								
1st quarter	318	206	670	1,193	358	220	867	1,443
2nd quarter	332	208	712	1,252	370	220	931	1,523
3rd quarter	341	220	770	1,330	376	233	934	1,541
4th quarter	357	234	757	1,348	379	245	955	1,581
1964								
1st quarter	368	235	797	1,400	382	250	1,011	1,641
2nd quarter	377	258	805	1,440	394	257	1,036	1,691
3rd quarter	371	258	771	1,401	392	288	1,093	1,771
4th quarter	374	260	806	1,439	403	259	1,147	1,810
1965								
1st quarter	378	272	821	1,471	442	271	1,142	1,857
2nd quarter	362	261	833	1,457	420	261	1,199	1,882
3rd quarter	351	254	869	1,473	438	272	1,196	1,902
4th quarter	372	256	873	1,500	421	255	1,159	1,836
1966 (a)								
1st quarter	379	220	905	1,505	409	242	1,193	1,846
2nd quarter	358	246	884	1,489	381	243	1,091	1,716
3rd quarter	353	248	946	1,544	428	269	1,201	1,894

(a) Excluding Rhodesia.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Table B. Overseas sterling countries' trade by direction

PERCENTAGE CHANGE BETWEEN 3rd QUARTER 1965 and 3rd QUARTER 1966 (i)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+3	+6	+15	+15	+5	+10	+8
Imports	—	+3	— 1	+ 1	+3	+ 1	+1

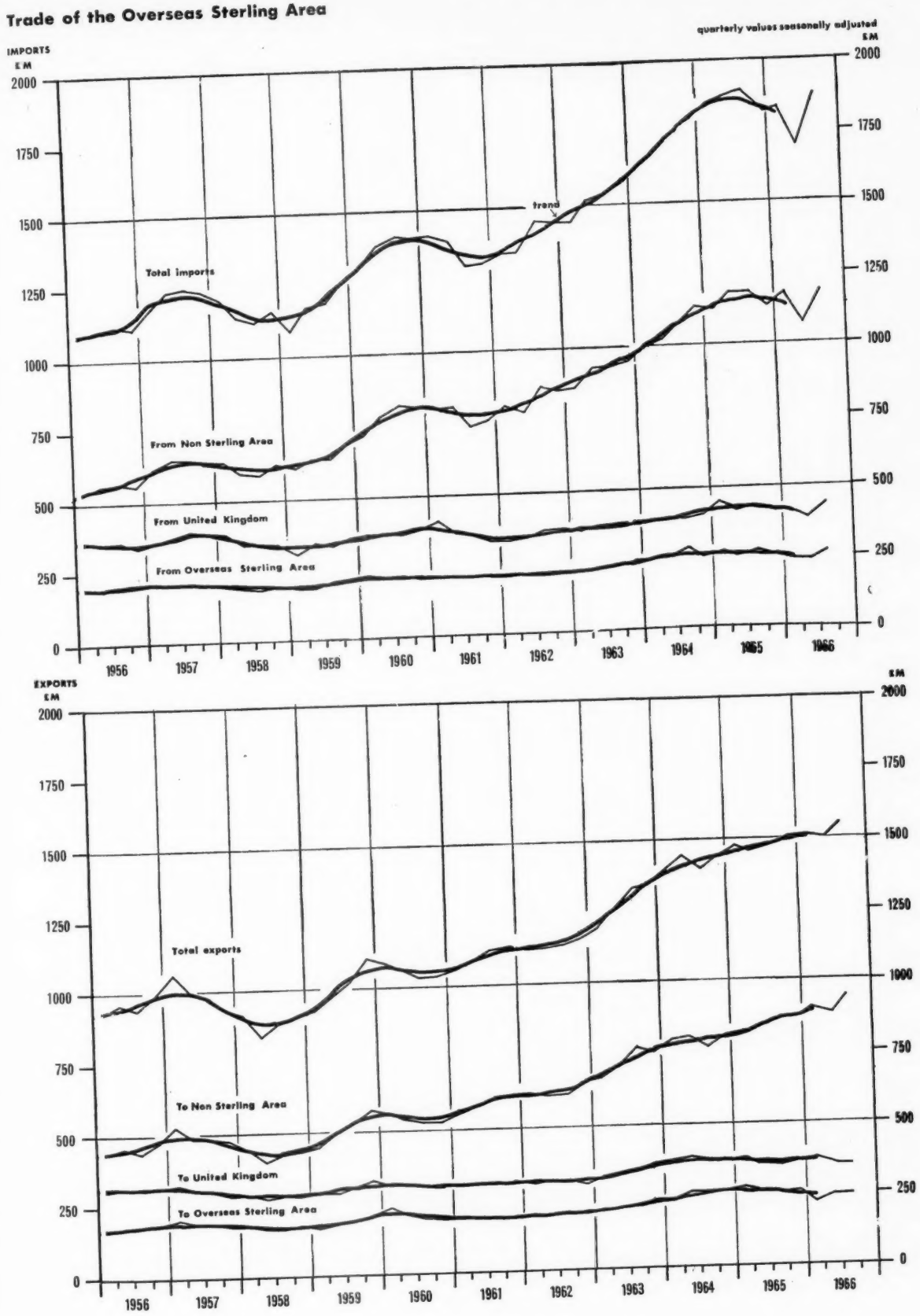
(i) Comparison made with 1965 figures which exclude Rhodesia.

Table C. Exports of some major commodities from the overseas sterling area

	Unit of quantity	Exports in third quarter of 1966			
		Quantity		Value	
		Unit	% change on a year earlier (i)	£ million	% change on a year earlier (i)
Raw wool	lbs. million	481·3	+ 8	108	+25
Raw cotton	lbs. million	132·7	+ 5	12	— 1
Raw jute	tons '000	73·5	—27	8	—12
Wheat	tons '000	977·3	—45	22	—40
Raw sugar	tons '000	1,442·3	+ 6	49	+ 7
Lead	tons '000	113·6	+ 6	10	— 9
Tin	tons '000	20·7	—12	28	—17
Copper	tons '000	121·2	—45	53	— 7
Raw cocoa	tons '000	80·0	—60	11	—63
Raw coffee	lbs. million	194·5	+34	22	+37
Tea	lbs. million	238·6	—18	42	—24
Natural rubber	tons '000	347·2	+ 6	63	+ 8
Cotton piece-goods	yds. million	254·8	— 4	17	— 5
Jute goods	tons '000	269·0	—19	42	— 8
Meat and meat preparations	cwts. million	5·9	+11	76	+15

(i) Comparison made with 1965 figures which exclude Rhodesia.

Trade of the Overseas Sterling Area



OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

tion of £2 million (23 per cent) to EEC countries. The two overseas sterling area countries which showed substantial decreases in exports were Ceylon (£22 million, 52 per cent) and India (£16 million, 11 per cent) partly attributable in each case to lower tea earnings.

Imports into the overseas sterling area

There was an increase of £21 million (1 per cent) in imports into the overseas sterling area countries compared with the same period of 1965. In the third quarter the United Kingdom's overseas trade was disrupted by the seamen's strike and imports into the overseas sterling area from the United Kingdom, remained virtually the same as a year earlier, but imports of the overseas sterling countries from each other increased by £7 million (3 per cent) and imports from the non-sterling area increased by £15 million (1 per cent).

The largest decreases in value of imports recorded in the third quarter compared with a year earlier, were in imports into India (provisional figures) and Pakistan; the latter's imports decreased by £13 million (14 per cent) in total, with reductions of nearly £13 million in imports from the United States and of £4 million (31 per cent) from West Germany. Australia's imports fell by £6 million (2 per cent), reflecting a drop of £9 million (12 per cent) in imports from the United Kingdom. New Zealand's imports showed a decrease of £5 million (5 per cent).

The most substantial increase in imports was recorded for Hong Kong, an increase in value of £41 million (31 per cent). South Africa and the Irish Republic also showed increases of £10 million (4 per cent) and £9 million (10 per cent) respectively. In the latter case, a major portion of the increase was in imports from the United Kingdom of £7 million (15 per cent).

(*Continued on page* 442)

Table D. Overseas sterling countries' imports from industrial countries (i)

3rd QUARTER 1965 COMPARED WITH 3rd QUARTER 1966.

Imports from / Imports into	United Kingdom	Germany	EEC including Germany	EFTA	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 3rd qtr. 1965 £m.	80	17	41	13	90	33	258	319
(b) 3rd qtr. 1966 £m.	71	18	42	12	100	28	254	312
(c) Percentage change	—12	+ 4	+ 2	— 7	+11	—15	— 2	— 2
Irish Republic								
(a) £m.	45	5	13	3	9	1	74	88
(b) £m.	52	5	12	3	11	1	82	97
(c) %	+15	— 6	— 3	—12	+27	— 4	+10	+10
New Zealand:								
(a) £m.	39	3	7	3	18	7	75	108
(b) £m.	35	3	7	2	17	6	67	102
(c) %	—10	—16	— 8	—29	— 6	—11	—10	— 5
Pakistan:								
(a) £m.	12	12	20	3	39	8	82	95
(b) £m.	12	9	17	2	26	7	65	82
(c) %	+ 2	—31	—17	— 9	—33	— 9	—21	—14
Trinidad and Tobago:								
(a) £m.	7	—	1	1	8	—	17	40
(b) £m.	6	—	2	1	8	1	17	40
(c) %	—12	— 2	+32	+10	—	+39	— 1	— 1
Overseas Sterling Area: (ii)								
(a) £m.	429	125	275	62	422	154	1,351	1,911
(b) (iii) £m.	419	120	274	61	415	151	1,329	1,902
(c) (iii) %	—	— 3	+ 1	+ 1	— 1	—	—	+ 1

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Provisional.
(iii) Excluding Rhodesia.

Table 1. Direction of trade of the overseas sterling area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	World
IMPORTS: (b)									
1961	363	213	578	226	189	46	318	779	1,358
1962	353	214	567	255	187	46	343	831	1,398
1963	371	230	601	298	202	51	371	922	1,522
1964	393	264	657	378	230	58	406	1,072	1,728
1965	430	265	695	390	275	62	448	1,174	1,869
1965 1st quarter	442	260	703	326	269	62	456	1,113	1,815
2nd quarter	424	266	691	436	278	60	432	1,206	1,897
3rd quarter	429	275	704	422	275	62	448	1,207	1,911
4th quarter	425	258	682	377	277	64	454	1,172	1,854
1966 1st quarter (c) (d)	409	232	642	392	257	63	451	1,163	1,804
2nd quarter (c) (d)	385	248	633	351	249	62	436	1,097	1,730
3rd quarter (c) (d)	419	272	691	415	274	61	461	1,211	1,902
EXPORTS; (b) (e)									
1961	314	196	510	156	165	21	257	599	1,109
1962	310	198	509	176	175	21	259	630	1,139
1963	337	217	554	192	206	25	305	727	1,281
1964	373	253	625	178	238	29	329	795	1,420
1965	366	261	626	216	254	34	346	849	1,475
1965 1st quarter	370	266	636	192	253	33	341	819	1,455
2nd quarter	372	261	633	220	267	32	349	868	1,501
3rd quarter	343	261	604	231	238	35	341	844	1,448
4th quarter	377	255	632	220	257	36	352	865	1,497
1966 1st quarter (c) (d)	371	214	586	220	275	35	374	903	1,489
2nd quarter (c) (d)	368	246	614	242	277	36	366	921	1,535
3rd quarter (c) (d)	345	254	599	263	268	35	353	919	1,518

Estimated direction of trade of Sterling Persian Gulf States (f)

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	World
IMPORTS									
1966 1st quarter	9	9	18	11	9	3	18	41	59
2nd quarter	12	8	20	11	8	3	23	45	65
3rd quarter	9	6	15	8	8	2	20	38	53
EXPORTS									
1966 1st quarter	20	22	43	11	72	8	50	141	184
2nd quarter	27	22	50	11	70	9	46	136	185
3rd quarter	23	24	47	8	75	7	49	141	188

(a) Not including Finland. (b) Excluding trade of Sterling Persian Gulf States. (c) Partly estimated. (d) Excluding Rhodesia. (e) Exports include re-exports. (f) For earlier figures see *Board of Trade Journal* of May 27, 1966.

Table 2. Trade of the Commonwealth and sterling area

Quarters or quarterly averages in £ million

	1962	1963	1964	1965	1964	1965				1966			
					4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter
IMPORTS (*a*):													
Australia	202	220	265	297	288	285	291	319	292	294	271	312	281 (*o*)
Ceylon	31	28	37	28	27	24	35	27	24	33	41	26	
Kenya, Tanzania (*b*), Uganda	35	38	39	46	44	44	45	47	49	51	51	56	
Ghana	30	33	30	40	36	35	30	44	51	44	22	44 (*i*)	
Hong Kong	104	116	134	140	139	140	141	131	148	140	146	172	
India	212	221	252	259	257	250	258	268	259	259	226	226(*m*)	
Irish Republic	68	77	87	93	88	93	99	88	91	90	86	97	
Jamaica	20	20	25	26	26	24	29	25	28	27	25	25 (*i*)	
Malaya	44	44	47	49	48	50	50	49	46	49	49	49 (*i*)	
Mediterranean Territories (*c*)	21	23	22	24	24	22	23	24	28	25	24	25	
New Zealand	68	82	87	95	89	83	91	108	97	94	99	102	95
Nigeria	51	52	63	69	70	71	65	67	72	65	57	71	69 (*o*)
Pakistan	66	79	89	93	101	100	107	95	71	79	70	82	
Malawi			4	4	4	3	4	4	4	3	3	4 (*i*)	
Rhodesia	(*d*) 36	34	27	30	27	30	30	30	30	..	..	..	
Zambia			20	26	23	25	25	30	27	27	27	35 (*i*)	
Singapore	96	103	78	85	78	89	83	85	85	92	92	93 (*i*)	
South Africa (*e*) (*f*)	128	150	191	219	205	216	240	226	195	195	193	236	223
Trinidad and Tobago	32	34	38	42	41	39	46	42	42	39	41	40	
Other	154	169	194	204	209	192	207	204	214	198	207	208 (*n*)	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*g*)	1,398	1,522	1,728	1,869	1,822	1,815	1,897	1,911	1,854	1,804	1,730	1,902	
PERSIAN GULF STATES (*h*) (*i*)	46	49	51	55	53	59	64	46	49	59	65	53	
UNITED KINGDOM (*j*)	1,157	1,246	1,424	1,441	1,439	1,395	1,461	1,428	1,479	1,545	1,494	1,499	1,416
TOTAL STERLING AREA (excluding Persian Gulf States) (*g*)	2,555	2,768	3,152	3,310	3,261	3,210	3,358	3,339	3,333	3,349	3,224	3,401	
STERLING COMMONWEALTH (*k*) (*g*)	2,301	2,475	2,801	2,920	2,887	2,832	2,936	2,946	2,965	2,992	2,864	2,992	
CANADA	521	543	622	716	656	612	739	702	811	732	862	785	925 (*o*)
RHODESIA	..	..	27	30	27	30	30	30	30	..	..	..	
COMMONWEALTH (*k*) (*g*)	2,823	3,018	3,422	3,636	3,543	3,444	3,675	3,648	3,777	3,724	3,726	3,777	
EXPORTS (*a*):													
Australia	210	247	271	269	276	266	273	264	274	264	291	278	292 (*o*)
Ceylon	33	32	35	36	31	33	37	42	32	33	36	20	
Kenya, Tanzania (*b*), Uganda	35	43	48	45	46	48	43	41	49	56	51	52	
Ghana	26	24	26	26	16	29	35	25	15	18	36	25 (*i*)	
Hong Kong	69	78	90	102	97	99	97	100	112	106	106	126	
India	126	145	152	151	162	151	140	150	162	154	131	134	
Irish Republic	44	49	56	56	56	50	48	64	61	58	51	66	
Jamaica	16	18	19	19	16	19	23	19	15	20	24	19 (*i*)	
Malaya	55	57	58	64	62	60	64	73	61	59	59	73 (*i*)	
Mediterranean Territories (*c*)	7	7	7	9	7	7	10	9	9	10	11	9	
New Zealand	72	82	96	90	85	108	103	65	84	115	114	81	76
Nigeria	42	47	53	67	52	62	73	73	61	70	71	73	70 (*o*)
Pakistan	35	37	46	47	48	49	45	36	60	59	49	42	
Malawi			3	3	3	4	3	4	3	4	4	4 (*i*)	
Rhodesia	(*d*) 52	56	34	39	37	39	39	39	39	..	..	..	
Zambia			42	48	43	45	45	50	49	61	61	47 (*i*)	
Singapore	67	67	50	55	52	52	53	57	59	59	59	62 (*i*)	
South Africa (*e*)	107	114	120	125	124	116	126	117	140	130	146	146	161
Trinidad and Tobago	28	31	33	34	31	35	38	30	30	37	38	34	
Other	115	147	179	190	190	182	206	192	182	177	196	227 (*n*)	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*g*)	1,139	1,281	1,420	1,475	1,432	1,455	1,501	1,448	1,497	1,489	1,535	1,518	
PERSIAN GULF STATES (*h*) (*i*)	141	151	167	176	166	178	174	172	178	184	185	188	
UNITED KINGDOM (*l*)	1,016	1,091	1,141	1,224	1,189	1,163	1,247	1,184	1,303	1,317	1,247	1,245	1,426
TOTAL STERLING AREA (excluding Persian Gulf States) (*g*)	2,154	2,372	2,561	2,699	2,620	2,618	2,748	2,632	2,800	2,806	2,782	2,763	
STERLING COMMONWEALTH (*k*) (*g*)	1,958	2,142	2,290	2,414	2,340	2,342	2,448	2,353	2,512	2,511	2,465	2,417	
CANADA	529	578	689	727	716	615	718	734	840	738	852	900	929 (*o*)
RHODESIA	..	..	34	39	37	39	39	39	39	..	..	..	
COMMONWEALTH (*k*) (*g*)	2,487	2,720	2,979	3,140	3,056	2,957	3,166	3,087	3,352	3,249	3,318	3,317	

(*a*) For valuation see statistical notes. (*b*) Formerly Tanganyika and Zanzibar. (*c*) Cyprus, Gibraltar and Malta. (*d*) From January 1, 1964 figures of all trade are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (*e*) Includes South West Africa and also the Southern African territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), and Swaziland. (*f*) Excludes military stores from 3rd quarter 1963. (*g*) Excluding Rhodesia from January 1, 1966. (*h*) Kuwait, Muscat and Oman, Bahrein, Qatar and Trucial States. (*i*) Estimated. (*j*) Values include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*k*) Excludes South and South West Africa, also excludes the Southern African Territories of Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland) and Swaziland whose import and export trade in 1964 amounted to £18·0 million and £17·1 million respectively. (*l*) Values include exports of pearls, diamonds and other precious and semi-precious stones. (*m*) Provisional. (*n*) Partly estimated. (*o*) October—November at quarterly rate.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

Table 3. Principal exports of the overseas sterling area

Quarters or quarterly averages in £ million

	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	45·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964	139·7	15·2	16·0	32·1	44·4	8·7	24·4	45·6	28·6	19·8	48·1	55·8
1965 (*e*)	119·3	17·9	16·5	33·7	34·4	10·1	29·1	54·1	29·1	16·8	47·4	57·7
1965 1st quarter	134·7	21·6	17·8	32·2	21·8	9·3	26·5	46·8	31·5	15·8	42·0	61·4
2nd quarter	122·5	18·6	14·7	43·7	33·4	11·0	29·0	50·8	41·2	17·5	36·8	53·5
3rd quarter	86·1	12·6	8·9	36·2	47·1	10·9	33·4	58·5	30·2	15·9	55·9	58·0
4th quarter (*e*)	133·8	18·8	24·4	22·7	35·5	9·2	27·5	60·4	13·4	17·9	54·9	58·0
1966 1st quarter (*e*) (*i*)	161·7	20·2	21·6	23·8	25·2	10·8	27·5	66·9	26·1	23·2	43·9	62·9
2nd quarter (*e*) (*i*)	132·9	15·3	12·4	22·7	31·7	9·9	28·2	67·3	35·0	19·0	39·0	57·9
3rd quarter (*e*) (*i*)	107·6	12·4	7·8	21·8	49·3	9·9	27·9	53·0	11·1	21·8	42·4	62·7

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	18·3	13·4	29·1	18·1	18·2	13·5	25·4
1964	20·3	38·3	62·4	35·9	24·8	19·7	13·0	34·3	18·1	17·0	15·0	23·1
1965 (*e*)	21·6	39·4	64·7	35·6	24·6	20·9	13·3	36·2	20·1	18·0	15·0	24·6
1965 1st quarter	21·6	27·8	69·0	40·9	23·8	20·5	12·6	32·6	8·8	18·6	13·6	23·1
2nd quarter	21·8	36·8	68·3	29·9	25·0	20·1	14·1	47·8	25·4	27·6	17·7	25·1
3rd quarter	19·9	45·8	67·7	25·2	24·8	22·5	15·1	33·1	26·3	14·6	16·7	26·9
4th quarter (*e*)	25·0	47·0	54·0	46·4	24·6	20·3	11·5	31·4	19·8	11·1	12·0	23·2
1966 1st quarter (*e*) (*i*)	22·6	43·0	66·8	40·9	27·8	21·7	15·7	33·0	3·9	18·1	13·5	23·7
2nd quarter (*e*) (*i*)	19·7	73·4	74·0	26·8	34·1	20·2	15·5	51·0	9·6	28·7	13·1	22·6
3rd quarter (*e*) (*i*)	17·1	42·3	75·5	36·2	32·9	22·7	15·3	35·3	6·3	16·4	15·1	25·3

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excludes gutta percha and jelutong. Total exports of rubber from the overseas sterling area include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £4·2 million (quarterly average) in 1965. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (*i*) Excluding Rhodesia.

Statistical notes

Definitions of the statistics in the tables were given in 'Statistical Notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 27, 1966 (page 1198).

(1) Rhodesia is excluded from the statistics from January 1, 1966, and the 1966 figures shown in the tables are not strictly comparable with those for earlier periods. The comparisons made in the text and in the Tables B, C and the last line of Table D, however, are based on figures adjusted to a comparable basis by excluding Rhodesia from the earlier periods.

Estimates of the trade of the Persian Gulf oil states are shown in Tables 1 and 2, but are not included in the totals or in the other tables, and the comments in this article refer to the trade of the overseas sterling area, excluding the Persian Gulf States. The direction of trade figures for these oil states in Table 1 cover only the first nine months of 1966: earlier figures may be obtained from the article published in the *Board of Trade Journal* of May 27, 1966.

(2) In the remainder of the commentary comparisons are made with the third quarter of 1965 unless otherwise stated.

Retail sales in December—correction

IN LAST WEEK'S *Board of Trade Journal* Table 3 of Retail Sales in December (pages 361 to 368) contained a page of figures in the wrong sequence. The correct order (taking existing page numbers) is: 361, 362, 363, 364, 366, 367, 365, 368.

Reprints of this article, with the figures in their correct sequence, may be obtained on demand from Board of Trade Statistics Division, Room 362, Broadway Buildings, 54 Broadway, London, S.W.1.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for November 1966, prepared by the Ministry of Commerce is 156 (1958=100). This is 4 points higher than for October 1966, and for November 1965.

The index numbers for the main industrial groups for November 1966, with the increase or decrease on November 1965 shown in brackets are textiles: (139(−); clothing 136(−3 points); engineering and metals 120(+7); food, drink, and tobacco 115(−7); timber and furniture 118(+15); other manufacturing industries 341(−3); construction 192(+17); gas, electricity and water 225(+15).

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EL AL ISRAEL AIRLINES

Turnover of the catering trades, laundries, dry cleaners and hairdressers in December and in 1966

THE CATERING and laundry and dry cleaning trades showed increases in turnover in December compared with a year earlier rather lower than the average increases for 1966; for the hairdressing trades the December increase was much the same as in the rest of the year.

Catering trades

In the fourth quarter the turnover of the catering trades was 3 per cent higher than a year earlier – a smaller increase than has been recorded in any year since 1962.

Turnover of the catering trades in the whole of 1966 showed an increase of 5 per cent over 1965, the rate of increase having fallen fairly steadily throughout the year. This increase was rather smaller than between 1964 and 1965 (6 per cent), which in turn was lower than that between 1963 and 1964.

Of the four kinds of business shown in Table 1, hotels and

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS:	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
(£1,985 million)	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1965	+6	+5	+7	+4	+7	+3	+8	+4	+11	+2	+8	+3	+4	+5	+9	+5	+6
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
Licensed hotels and holiday camps	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
(£286 million)	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1965	+6	+5	+7	+5	+7	+4	+9	+3	+13	Nil	+8	+6	+4	+3	+8	+6	+7
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
Restaurants, cafes, etc., and fish and	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
chip shops (£521 million)	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1965	+6	+6	+6	+5	+7	+6	+7	+4	+8	+1	+8	+4	+6	+5	+9	+5	+7
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
Public houses (£1,033 million) . .	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1965	+6	+4	+8	+4	+7	+1	+9	+3	+13	+2	+10	+2	+4	+6	+9	+4	+6
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
Canteens (d) (£145 million) . .	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1965	+4	+9	+3	+2	+4	+8	+8	+10	Nil	+8	+1	+2	+4	+1	+2	+5	+5
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The December 1966 period was the five weeks from November 27, 1966 to December 31, 1966, the December 1965 period was from November 28, 1965, to January 1, 1966.
(d) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
CLEANERS:	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
(£107 million)	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
Laundries	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
(£67 million)	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
Dry-cleaners, etc.	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
(£40 million)	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

restaurants showed much the same kind of relationship in the increase in turnover between 1965 and 1966 and the increase between 1964 and 1965 (an increase of 5 per cent compared with 6 per cent), as did the catering trades as a whole. But for canteens the increase in turnover was much less (2 per cent 1965 to 1966, as against 4 per cent 1964 to 1965). In each year the turnover of public houses increased by 6 per cent.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in the fourth quarter increased by 4 per cent compared with a year earlier, an increase similar to the average for the year as a whole. The increases for both laundries (3 per cent) and dry cleaners (5 per cent) were each marginally less between 1965 and 1966 than those recorded between 1964 and 1965. Both kinds of business appeared to show rather larger increases at the beginning and end of the year, than in the second and third quarters.

Hairdressers

The total turnover of hairdressers in December was 3 per cent higher than in the previous year, much the same as the average for the whole of 1966. The turnover for men's hairdressers and men's hairdressers-tobacconists was 4 per cent higher in 1966 than in 1965, similar to the increase between 1964 and 1965. The increase for women's hairdressers and joint men's and women's hairdressers was 2 per cent for each year.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week of the end of the JOURNAL.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1965	+2	Nil	+3	+3	+3	+1	Nil	−1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2	+4	+1	+3	+2	+2	+3	+6	−1	+4	Nil	+3	+2	+3	+2	+2	+2

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, February 10, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Accident	Br/E 32061	105	February 8	London Independent Producers (Distribution) Ltd.	Royal Avenue Chelsea Productions Ltd.
Return Journey	Br/E 32062	23	February 8	Ace Distributors Ltd.	Ace Distributors Ltd.
Pathe Pictorial Series 625/637: *Pathe Pictorial No.* 634	Br/E 32063	8	February 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
A Very Tall Animal	Br/E 32070	21	February 10	Columbia Pictures Corp. Ltd.	Anthony Gilkison Associates.
Look at Life Series 32: *Putting Up A Show*	Br/E 32071	9	February 10	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1965	Br/E 31874	7	February 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1965 A	Br/E 31875	7	February 10	" "	" "
Pathe News 67-11	Br/E 31940	8	February 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-12	Br/E 31941	7	February 10	" "	" "
FOREIGN					
A Funny Thing Happened on the Way to the Forum	F 32057	98	February 6	United Artists Corp. Ltd.	Quadrangle Films S.A., Fribourg.
Lotna	F 32058	89	February 8	Contemporary Films Ltd.	Film Polski, Warsaw.
Amsterdam	F 32059	20	February 8	" "	Gerviac, Paris.
Sunday on the Island of Grande Jatte	F 32060	21	February 8	" "	Cineproductie, Amsterdam.
Sports Carnival	F 32064	10	February 10	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Under White Sails	F 32065	9	February 10	Twentieth Century-Fox Film Co. Ltd.	Movietone News Inc.
Dreamnapping	F 32066	7	February 10	" "	Terrytoons Inc.
Creek Mud Monster	F 32067	6	February 10	" "	" "
The Square Planet	F 32068	6	February 10	" "	" "
Rain Drain	F 32069	7	February 10	" "	" "

AMENDMENT:
The title of the film 'Kekec' (F 19976) registered on February 16, 1955 has been amended to 'Trapped by the Giant'.

Assets and liabilities of hire purchase finance companies

DURING THE LAST QUARTER of 1966, credit instalment debt owed to finance houses fell by £76 million. This reduction in funds in use was largely met by a reduction in bank borrowing of £46 million and by a net fall in deposits of £14 million.

At the end of 1966 the instalment credit debt owed to finance companies stood at £807 million compared with £894 million at the end of 1965. The fall in the final quarter of £76 million followed a fall of £36 million in the third quarter. Although normal seasonal influences played a part, the considerable decrease in new business of finance houses since the tightening of the hire purchase regulations in July has brought about a substantial decrease in debt over the last five months of 1966.

There was little change during the fourth quarter of 1966 in the other selected assets shown in the table. For the year as a whole, a decline in other advances and loans has been matched by a corresponding rise in other securities. As a result at the end of 1966 the total of selected assets, £1,026 million, was £82 million lower than at the end of 1965, much in line with the decrease in debt over the same period.

While the fall in total selected assets during the fourth quarter of 1966 largely reflected the fall in outstanding debt, the finance houses principal category of asset, the similar decrease in the total of selected liabilities was to be found partly in the lower level of total deposits but mainly in the decreased borrowing from United Kingdom banks.

The fall of £26 million in deposits by United Kingdom banks, other United Kingdom financial institutions and overseas residents, the latter accounting for £16 million, was partly offset by a £12 million increase in deposits by United Kingdom non-financial companies and other United Kingdom residents. The £46 million decrease in other borrowing from United Kingdom banks was a net figure which also reflected an increase in cash and balances with United Kingdom banks held by finance houses. There were no other significant changes in the liabilities shown in the table but bills discounted and unearned finance charges both showed decreases.

Over the year as a whole the total of selected liabilities fell by £59 million, the fall in deposits by and other borrowing from United Kingdom banks being taken up only to a limited degree by increases in deposits by other United Kingdom financial institutions, United Kingdom non-financial companies and by the personal sector. Deposits by overseas residents fell by £5 million during the year, unearned finance charges by £15 million, while bills discounted increased by £7 million.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at						
	Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	June 30, 1966	Sept. 30, 1966*	Dec. 31, 1966
Assets with United Kingdom financial institutions other than banks	9	9	7	12	12	12	12
Trade investments and investments in unconsolidated subsidiaries	32	41	54	52	53	51	52
Other securities	19	20	20	35	19	35	35
Hire-purchase, credit sales and other instalment credit outstanding (1)	659	803	894	807	919	883	807
Other advances and loans	77	117	133	120	124	120	120
Total of Selected Assets	796	990	1,108	1,026	1,127	1,101	1,026
Selected liabilities							
Bills discounted with United Kingdom banks and discount houses	62	111	114	121	122	125	121
Deposits by:							
(a) United Kingdom Banks	71	84	106	85	109	92	85
(b) Other United Kingdom financial institutions	30	55	61	76	81	79	76
(c) United Kingdom non-financial companies	175	203	255	262	257	252	262
(d) Other United Kingdom residents	42	66	96	115	105	113	115
(e) Overseas residents	72	86	136	131	152	147	131
Total deposits	390	494	654	669	704	683	669
Other borrowing:							
(a) United Kingdom Banks (net) (2)	85	116	113	47	92	93	47
(b) Other United Kingdom financial institutions	6	7	7	3	5	4	3
(c) United Kingdom non-financial companies	1	2	2	1	1	1	1
(d) Other United Kingdom residents	8	7	6	5	5	5	5
(e) Overseas residents	1	—	—	—	—	—	—
Total other borrowing	101	132	128	56	103	103	56
Unearned finance charges	71	88	96	81	95	89	81
Issued capital and reserves (3)	151	172	174	180	177	178	180
Total of Selected Liabilities	775	997	1,166	1,107	1,201	1,178	1,107

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
*Revised figures.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Customs and Excise Tariff

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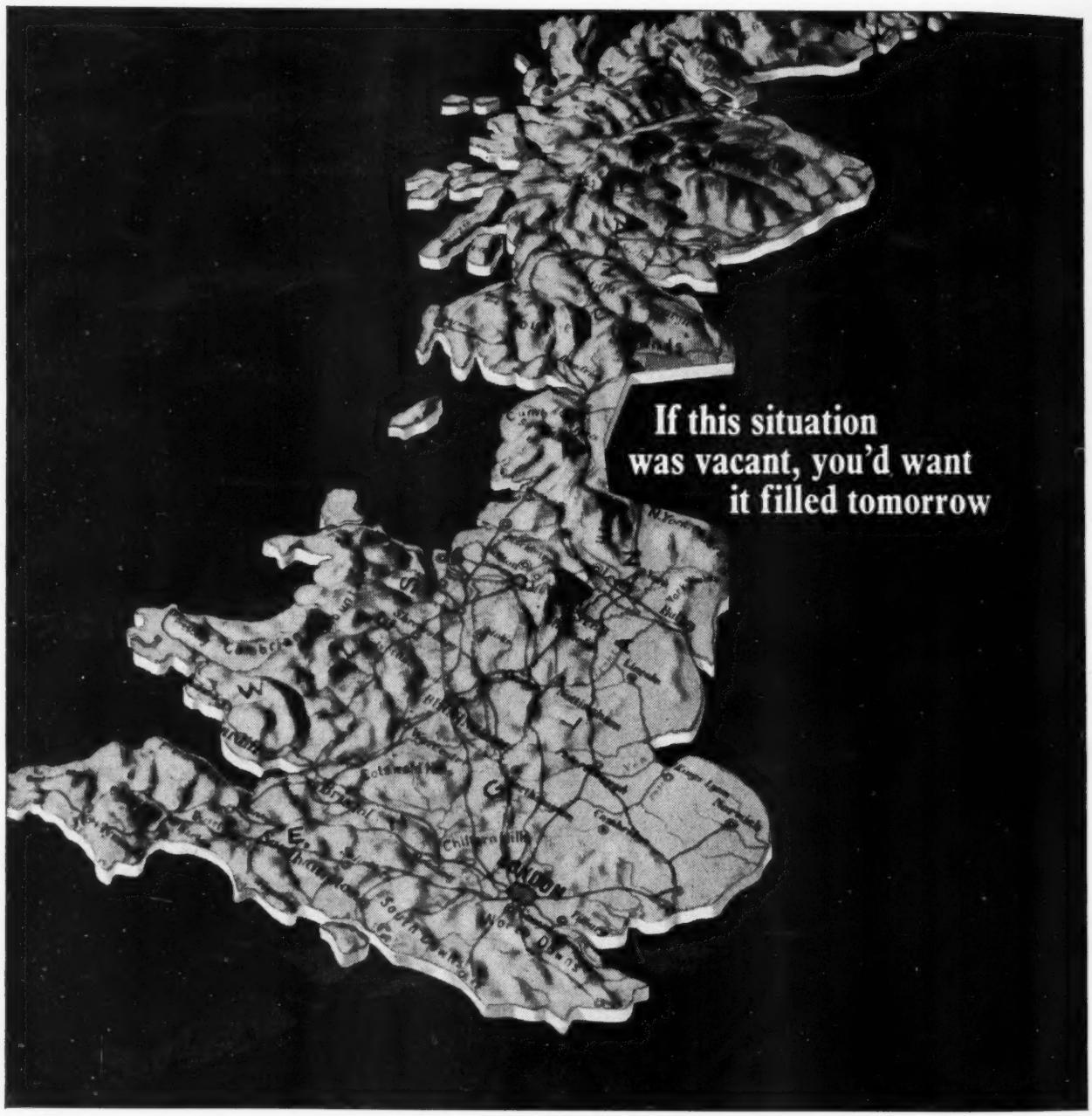

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Operating and traffic statistics of the United Kingdom airways corporations and private companies

DURING AUGUST 1966, capacity ton miles offered by United Kingdom airlines on their scheduled services increased by 12.9 per cent and total traffic carried in terms of load short ton miles rose by 18.3 per cent compared with August 1965; 1,585,355 passengers were carried, or 10.2 per cent more than in August 1965, and these passengers travelled 982.9 million passenger miles, or 15.0 per cent more. Freight ton miles increased by 36.5 per cent and mail ton miles by 9.5 per cent. The overall load factor rose from 55.6 per cent to 58.2 per cent.

During the four week period ended August 27, 1966, capacity operated on BOAC's scheduled services went up by 13.0 per cent compared with the corresponding period in 1965, capacity on Western routes increased by 13.6 per cent and on Eastern routes by 12.3 per cent. Total traffic carried rose by 27.7 per cent on Western services and by 14.9 per cent on Eastern services. The total of 148,397 passengers carried by BOAC was 19.6 per cent more than during August 1965, and these passengers flew 478.5 million passenger miles or 16.4 per cent more. The overall load factor rose from 51.1 per cent to 55.2 per cent.

BEA offered a total of 10.7 per cent more capacity on scheduled services in August 1966 than in August 1965; capacity on international services increasing by 11.4 per cent and on domestic services by 8.9 per cent. Total traffic carried rose by 12.3 per cent. 494,625 passengers, or 12.7 per cent more, travelled on international routes and 345,171, or 2.5 per cent less, travelled on domestic routes. These passengers flew 241.5 million passenger miles, or 18.6 per cent more, on international services and 85.6 million passenger miles or 1.8 per cent less on domestic services. The overall load factor rose from 61.8 to 62.7 per cent.

The private companies provided 17.1 per cent more capacity ton miles on scheduled services in August 1966, than in August 1965; international capacity showing an increase of 9.9 per cent and domestic capacity showing an increase of 32.9 per cent. Passengers carried totalled 582,342, or 14.9 per cent more, and these passengers flew 124.9 million passenger miles or 19.2 per cent more. There was an increase of 7.3 per cent in the number of passengers carried on international routes and an increase of 21.2 per cent on domestic routes. International freight traffic went up by 13.0 per cent while domestic freight rose by 52.9 per cent. The overall load factor rose from 62.3 per cent in August 1965 to 64.2 per cent in August 1966.

The principal statistics of revenue traffic on United Kingdom scheduled air services for August 1966 are summarized in the adjoining table.

	B.O.A.C.		B.E.A.		Private Companies	
	August 1966 (1)	% change on August 1965	August 1966	% change on August 1965	August 1966	% change on August 1965
Scheduled Services:						
Aircraft miles flown	5,468,000	+ 3·2	5,421,000	+10·0	3,656,000	+ 9·0
Passengers carried	148,397	+19·6	839,796	+ 5·9	582,342	+14·9
Passenger miles	478,508,000	+16·4	327,047,000	+12·5	124,902,000	+19·2
Available seat miles	693,259,000	+ 5·0	461,989,000	+10·4	199,230,000	+17·8
Passenger load factor %	69·0	62·2 (2)	70·8	69·5 (2)	62·7	61·9 (2)
Freight carried (short tons)	3,522	+37·3	8,697	+15·7	25,219	+12·9
Mail carried (short tons)	482	+10·6	1,265	+14·5	71	+20·3
Load short ton miles	63,388,000	+22·0	33,568,000	+12·3	15,485,000	+20·8
Capacity short ton miles	114,850,000	+13·0	53,538,000	+10·7	24,108,000	+17·1
Overall load factor %	55·2	51·1 (2)	62·7	61·8 (2)	64·2	62·3 (2)
Non-scheduled Services:						
Aircraft miles flown	395,000	—22·7	124,000	—59·4	6,372,000	+28·1
Capacity short ton miles	6,972,000	+ 7·2	2,964,000	— 2·5	62,351,000	+32·2

(1) July 31-August 27, 1966. (2) 1965 actual load factors.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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Exhibitions and Fairs

Attendance down, sales up, at Berlin 'Green Week'

A report by the Commercial Department, British Consulate-General, Berlin

FOR the first time in its history, the International Green Week, the popular food and agricultural exhibition held each year in West Berlin, was host to over 1,000 exhibitors. The overall floor space, recently increased to over 650,000 sq. ft., was taken up by 157 West Berlin exhibitors, 283 from West Germany and 719 from countries outside Germany. Joint displays were staged by 23 countries, whilst some 100 German and foreign organizations offered a miscellany of services connected with the main theme of the exhibition.

Encouraged by the success last year of Britain's first ever participation in the International Green Week, it was not surprising that our participation at this year's event, held from January 27 to February 5, was some 25 per cent larger than in 1966. The British stand, organized by the Board of Trade in conjunction with the British Food Export Council, the Brewers' Society and the Agricultural Engineers Association Ltd., was well situated near the main entrance, and occupied an area of more than 20,000 sq. ft. in one of the larger halls, shared with us by Denmark.

A total of 411,000 people visited the Green Week this year compared with 476,500 in 1966, the 13½ per cent drop in attendance figures being attributed mainly to an increase of 50 per cent in the admission charge from DM 2 to DM 3 and the unusually mild weather. Despite the lower attendance figures, however, the results obtained at the British stand were very satisfactory and our participation can be considered to have been highly successful and very well worth repeating next year.

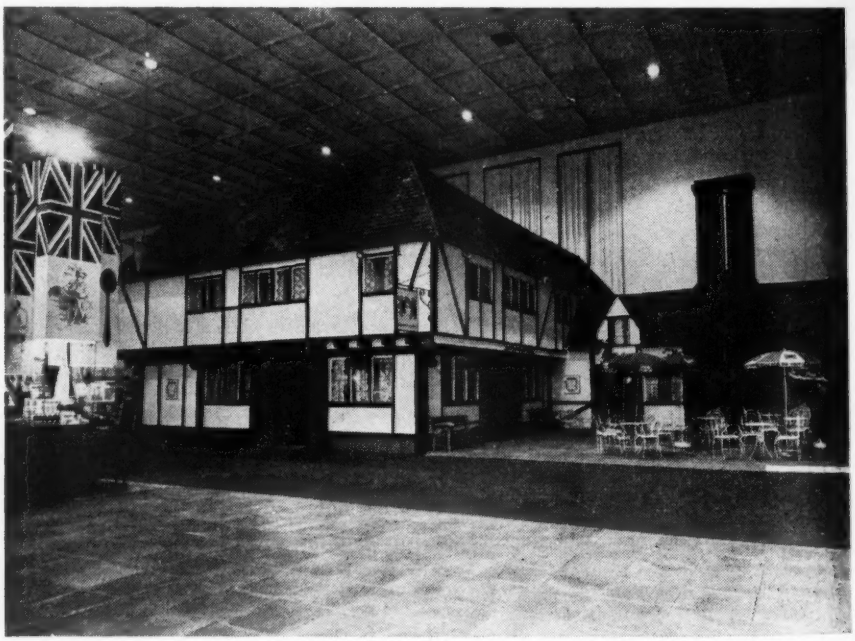
The British stand comprised a modern and well-stocked supermarket, an English Tudor inn, an exhibit mounted by the Agricultural Engineers Association Ltd., a Wimpy Bar, and an official information stand. The Piccadilly Supermarket, bigger than last year, was stocked with 850 various products from some 100 food and beverage manufacturers. Owing to much better location, the number of visitors to the supermarket was estimated to be 100 per cent up on last year and customers actually served numbered 24,522 (22,331 in 1966) accounting for total takings of nearly DM 134,000, a 10 per cent increase on 1966. Apart from the biggest novelty presented, smoked chicken, which was sold out twice, our first introduction to Berlin of English cheeses was highly successful, our tea sales were up by 25 per cent and some 15,000 jars of marmalades and jams found their way into customers' baskets.

The 'Lion and Bear' pub, a true replica of a Tudor inn, complete with such trimmings as an open fireplace, dartboard and shove ha'penny board, horse brasses, yards of ale and a 70 ft. long bar proved to be a centre of attraction. In spite of lower attendance figures no fewer than 2,280 gallons of draught beer and 774 dozen bottles of six different brands went down the throats of the appreciative Berliners. The consumption of draught beers was considerably up on last year's figures and sales of bottled beers were slightly up although actual takings were about 8 per cent lower as a result of a 25 per cent reduction in the price of bottled beers.

The Wimpy Bar, staffed by two grillers and two servers, again proved a tremendous success and this year takings amounted to DM 29,156 or nearly 16 per cent more than last year, representing average daily servings of no fewer than 2,277 Wimpys.

The display staged by the Agricultural Engineers Association Ltd., although having nothing to sell 'over the counter', proved an attraction partly because of its favourable position near a bottleneck close to the Wimpy Bar. No business of importance was done but some interesting inquiries were received from potential customers in Germany and elsewhere.

The Winchester firm who were so successful last year in selling their chicken batteries incorporating moulded plastic cages and whose participation this year was mainly for prestige reasons, were reported to have received an inquiry from Sweden.



Joint ventures with the Board of Trade by the British Food Export Council, the Brewers' Society and the Agricultural Engineers' Association combined in a British participation covering more than 20,000 *sq. ft. in this year's Berlin 'Green Week'. On the left, Herr Lübke, German Federal President, is seen discussing British cheeses when he visited the Piccadilly Supermarket, in which* 850 *different food lines were offered for sale. With President Lübke are (centre) Mr. J. H. Hoy, Joint Parliamentary Secretary to the Ministry of Agriculture, Fisheries and Food, and Mr. Vernon, of the Milk Marketing Board. The Lion and Bear pub (right) sold record quantities of both draught and bottled beers from its* 70 *ft. bar. Business was up all round in the British section despite lower total attendance figures than* 1966.

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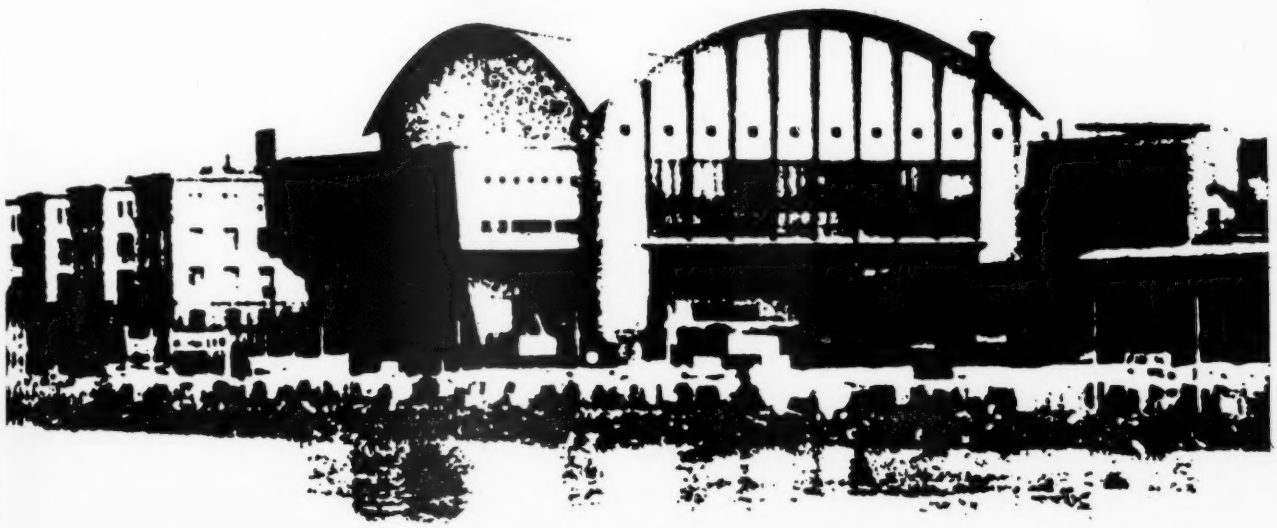

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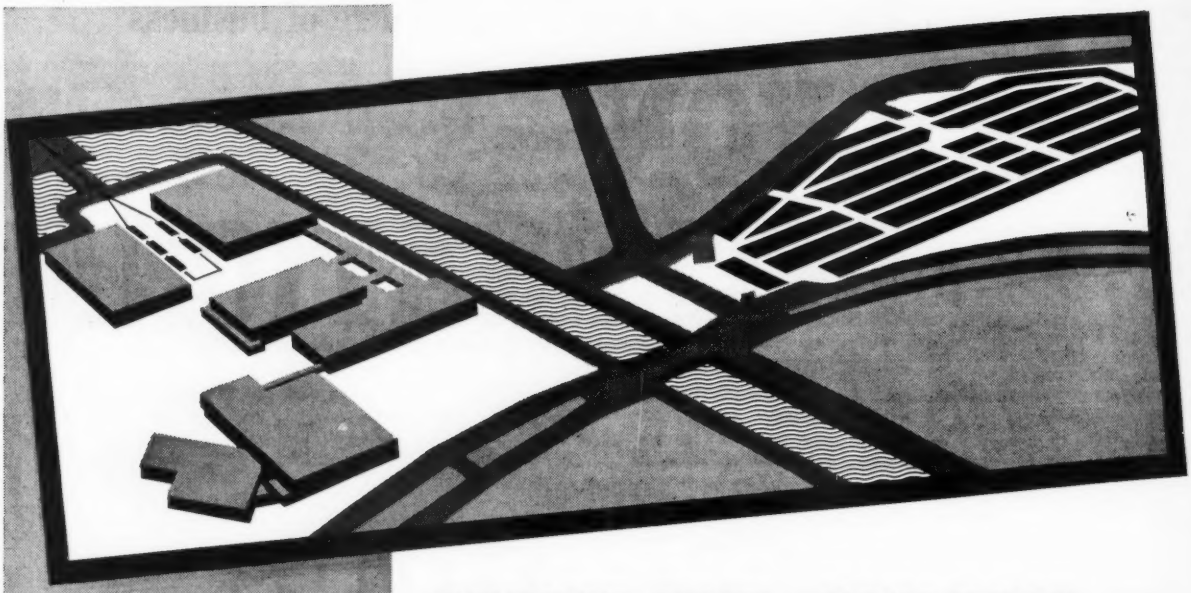

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Britain lead at Constructa II

A report by the Commercial Department, British Consulate-General, Hanover

CONSTRUCTA II, held in Hanover from January 21-29, took as its theme 'Rationalization in the Building Industry' and attracted 642 exhibitors, including 101 from 13 foreign countries. Products displayed were grouped in five main categories – structural; prefabricated and framed buildings; fitting out; utilities and services; and outdoor and special purpose equipment – and filled six halls, a gross exhibition space of 708,000 sq. ft. Concurrently with the exhibition, a series of technical conferences was held, organized by the Hanover fair authorities and various building federations. One talk, given by a New York architect on the subject of rebuilding slum areas, attracted an international audience of over 1,000. Visits to factories in the neighbourhood, organized by the fair authorities, also proved a popular feature with foreign visitors.

More than two-thirds of the 105,000 visitors had a professional interest in the exhibits, which led to an exceptionally high volume of serious inquiries – not only from manufacturers, agents and wholesalers, but also from architects and construction engineers – which could produce substantial business in the future. Forty-eight per cent of the exhibitors expressed satisfaction with the result achieved, and another 48 per cent declared themselves more than satisfied.

Britain was the largest foreign exhibitor. The Board of Trade sponsored a joint venture with the National Council of Building Material Producers, in which 13 companies collaborated, some of whom had not previously exhibited overseas. All participants were pleased with the smooth working of the arrangements. Mr. W. Chesney, of W. Kennedy Ltd., was delighted with the Board of Trade offer and surprised that more British manufacturers did not take advantage of it. His company not only achieved their main objective of finding German agents, but also received useful inquiries from Switzerland, Iceland, Denmark and Holland. Other success stories include those of Contiwood Ltd., who received proposals for licensing agreements from more than seven European countries; Sterling Engineering Ltd., who were flooded with inquiries, particularly for their heating units, which are new to the German market; and Matin Dynamics Ltd., who took 50 firm orders in the first few days. Broads Manufacturing Ltd., and Hilmore Ltd., both report a high level of professional interest from many countries, including Iceland, Pakistan and Turkey.

On the third day of the fair the authorities welcomed Lord Winterbottom, Parliamentary Secretary to the Ministry of Public Building and Works, and accompanied him and Mr. D. W. Hennessy, HM Consul-General in Hanover, on an official tour of the exhibition. The party visited both British joint venture stands, on one of which Lord Winterbottom gave a well attended press conference.

The closing day brought television cameras to the British stands, and resulted in the unexpected free publicity of a three-minute appearance before general viewers.

The same Sunday also produced a spate of last-minute orders from all over the world, which triumphantly sealed the successes of the previous days. The British team finally left Hanover immensely gratified by their achievements. Those who had come as a market research exercise report not only a high level of professional interest which augurs well for the future, but the materialization of concrete business; those already active in Germany report an increase in orders, particularly from third countries, far beyond their anticipation.

Britain was the largest foreign exhibitor at CONSTRUCTA II, the building exhibition held in Hanover from January 21 to 29. Thirteen member companies of the National Council of Building Material Producers exhibited on this joint venture stand with the Board of Trade. All British participants in the show were pleased with the results obtained, and particularly with the high level of interest from third countries. Two thirds of the 105,000 visitors had a professional interest in the exhibits. Here, a party of German engineers show more than a passing interest in the British joint venture stand.

Mr. G. H. S. Jackson (second left), head of the British Government Office in Toronto, admires one of the features of a fashion show presented in Toronto on February 6 by a British Men's Wear mission. Mr. Jackson is himself wearing a tartan leisure jacket which was also shown at the show, and which was brought from England specially in connection with Canada's Centennial Year. With him discussing the coat worn by the model (centre) are Mr. A. H. Spire, British Trade Commissioner (left), Mr. M. Rose a director of Lew Rose Ltd., (second right), and Mr. E. J. K. Langford, a director of John Langford (right).

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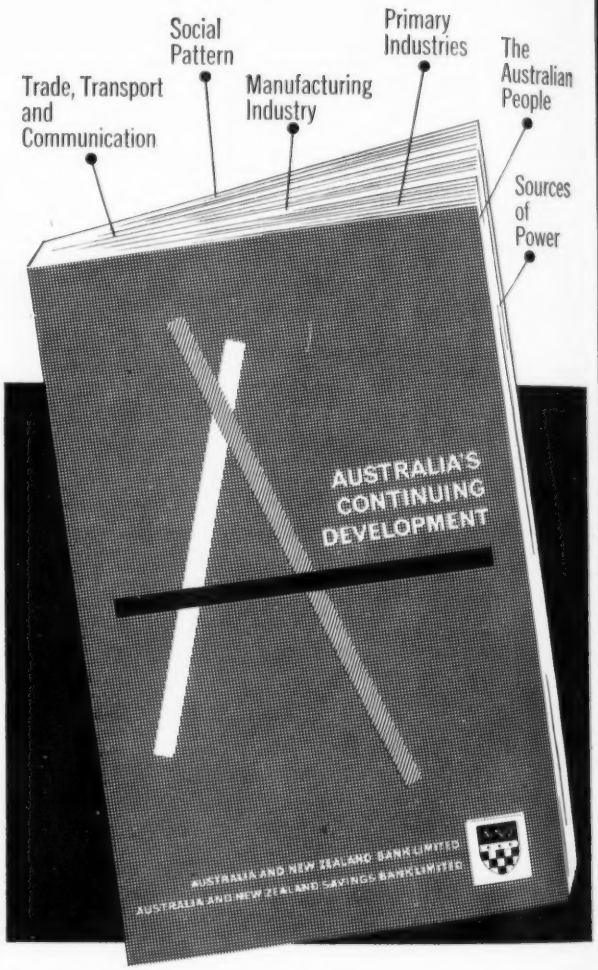

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Salon du Batiment

THE 8th Brussels International Building Exhibition which took place in the four main halls of the Centre International Rogier from January 28 to February 5 was a success from all points of view: over 325 firms participated and more than 204,000 visitors came to see the exhibition. Once again several British firms already established in the Belgian market exhibited successfully but the greatest attention was focused upon the official British stand where 11 British firms, almost all new to the Belgian market, took part in a joint display. The design of the stand attracted much favourable comment (not least from HRH The Prince of Liège, who opened the exhibition) and the organizers (The Building Exhibition Ltd., on behalf of the Building Materials Export Group) were fortunate in having obtained an extremely good site in the top hall.

The exhibitors in the official stand were unanimous in praising the efforts of the exhibition organizers and those responsible for their stand and were particularly pleased that the design of the stand enabled them to use the central reception area for entertaining and discussing business with visitors away from the hurly-burly of the main hall. All the firms were satisfied that the venture had been worthwhile. As one exhibitor said: 'I have learnt enough about this market to convince me that it would be criminal to walk away and forget it.' Another exhibitor remarked that he had had expressions of interest in his products from as far away as Iceland and Italy. One firm which already had a Belgian agent advertised in Belgian journals for sub-agents and found that this produced a useful response from people who were genuinely interested in their products and also gave great assistance to their agent in building up a distribution network. Most firms which were not previously represented in Belgium were able to appoint agents and several expressed their intention of returning to exhibit again. Perhaps the greatest success story was the almost certain conclusion of a contract worth £250,000 by one exhibitor who is now considering manufacturing in Belgium.

Although several firms were able to cover their costs from orders taken on the stand it was generally realized that the real value of participating in an exhibition such as this was not the size of the order book at the end of the day but the contacts made, knowledge gained and interest aroused. Export business, particularly in a market such as Belgium, is usually not to be picked up over night; success often depends upon careful preparation and a serious long term approach. All the British firms agreed that displaying at this exhibition was an extremely useful first step and one which would encourage them to make further efforts to sell their products in Belgium.

The first Monday of the show was designated as British Day to mark the importance of the British participation. Lord Hilton of Upton represented the Ministry of Public Building and Works and visited the exhibition accompanied by Sir Roderick Barclay, the British Ambassador to Belgium, and Mr. L. Mansell, the director of the Building Materials Export Group. The visit was followed by a reception at which Lord Hilton spoke briefly, congratulating the British exhibitors and expressing his conviction that British building materials can find a ready market in Belgium.

The reception was attended by leading figures in the Belgian building industry and by many representatives of the Belgian and British daily and technical press. As a result British participation in the Building Exhibition received extremely good coverage in many of the most important Belgian publications.

Music publishers' success in Cannes

THIRTY-SEVEN British participants out of a total of 345 from over 30 different countries were present at the first International Record and Music Publishing Market, which was inaugurated by the Mayor of Cannes at the Festival Hall on January 30, remaining open until February 4.

MIDEM has three principal objectives:

(1) the provision of a song-recording and music market enabling publishers to make an appraisal of their respective productions and to offer them to recording companies,

(2) the organization of a series of 10 shows given by the leading record manufacturers and featuring prominent recording stars (Petula Clark, Donovan, Udo Jurgens, Sandie Shaw and the Compagnons de la Chanson were among the artists present),

(3) the distribution of national and international trophies for the best-selling records in individual countries and throughout the world in 1966. (The Beatles were awarded the international trophy.)

Twelve British members of the Music Publishers' Association had stands sponsored by the Board of Trade. Each stand was equipped with an office/recording cabin containing a record player, tape recorder and television receiver – the latter linked to an internal circuit transmission available to exhibitors for 10 minute periods of advertising. Other technical installations included an auditorium, film projection rooms and offices.

The majority of the British publishers, song writers and recording companies present were very satisfied with the results obtained during the week. In a number of cases it was possible to sell material direct to artists attending the market, rather than by the less profitable method of selling to a publisher. Several British publishers succeeded in selling their entire catalogue during the first few days and in some cases long term agreements concluded were expected to double sales.

New market outlets were established with countries hitherto considered unlikely customers, as a result of contacts made, for example, with buyers from South America and from East European countries. A firm of publishers already exporting 40 per cent of their material expect this figure to increase appreciably as a result of business transacted during the course of the market.

MIDEM also enabled United Kingdom publishers to buy a number of foreign songs, some of which will eventually be redirected to the important American market.

The event had excellent local press, radio and television coverage and two live commentaries were sent back to London for the BBC *Roundabout* programme.

It is too early to provide figures of the number of songs placed with overseas publishers but British participants were unanimous in their praise of MIDEM as providing a very convenient means of reaching international buyers, which enabled them to conclude an impressive amount of business.

Paris Furniture Exhibition

THE 5th International Furniture Exhibition was held in Paris at the Porte de Versailles from January 20-25, covering an area of 80,000 sq. metres, of which 41,000 sq. metres were occupied by stands. Of the 1,000 manufacturers taking part 600 were French. Visitors to the exhibition (which was not open to the public) numbered 32,475. 6,836 of them were foreigners an increase of 32 per cent on the number of foreigners who attended the last international exhibition in 1965.

The most important foreign participation was that of Italy (with 112 firms), followed by Belgium (43), West Germany (42) and Spain (36). Other countries exhibiting were Denmark, Hungary, Finland, Hong Kong, Norway, Holland, Poland, Portugal, Rumania, Sweden, Switzerland, USSR, Yugoslavia, Czechoslovakia and the United States. Twenty-six British manufacturers took part, 22 of them, members of the British Furniture Manufacturers Federation Association participating in a joint venture organized by their association and financially assisted by the Board of Trade. They showed all kinds of furniture in both reproduction and contemporary style.

Mr. F. C. Everson, Minister (Economic) at the British Embassy in Paris paid an official visit to the British stands. He was told of one firm, manufacturing reproduction furniture, taking orders worth £15,000 from French buyers alone. Other successes reported to him included a £500 order for contemporary seating from a French firm and orders for 20 bars for domestic use also placed by French buyers. Another British exhibitor came specifically with the object of finding an agent for France and was delighted to have appointed one before the end of the Salon.

Business was not with French buyers alone, however. The trade visitors to this exhibition are as international as are the exhibitors themselves and, apart from maintaining and expanding their business in France, British

(Continued on next page)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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PARIS FURNITURE SHOW, *continued*

manufacturers did excellent business with buyers from many other countries, including Switzerland, Italy and Sweden. All the British exhibitors reported the opening of new accounts and those that took part in the 1965 exhibition stated that business was better this year. In view of the unhealthy state of the French furniture industry at present, as well as the uncertainty caused by the coming general elections in France, the amount of business done by British manufacturers is extremely encouraging and reflects most creditably on their ability to produce excellent furniture.

Increasing in size and popularity each year, the Paris Furniture Exhibition has now become one of the most important of its kind in the world. It is unfortunate that only 26 British manufacturers took part in it. It is to be hoped that many more will profit from participating in the exhibition in the future.

Sample displays in preparation for Toronto British Week

DURING THE NEXT few months, a programme of samples displays will give Canadian importers, wholesalers, agents, buyers and retailers an unrivalled opportunity to see at first hand what British manufacturers have to offer them, and to place their orders in good time to ensure sufficient stocks during the British Week in Toronto, which takes place from October 12 to 21 this year. In addition, hard selling trade missions have been arranged and many Product Groups are taking part at trade fairs. The programme has been carefully timed to enable deliveries to be made well before the Week begins. Details are as follows:

(a) *Samples Displays*

Footwear	March 13-16
Womenswear	March 24-31
Food	April 17-21
Pottery	April 25-28

(b) *Missions*

Giftwear	April 4-7
Cosmetics, Pharmaceuticals, etc.	April 15-22
Book Development Council	April 21-27
Tobacco	May 11-21
Newspaper Proprietors' Assn./ Periodical Proprietors' Assn.	June 26-28

(c) *Trade Fairs Participation*

Toys. Montreal Toy Fair	February 27-March 3
Cycles. National Sportsmen's Show, Toronto	March 10-18
Furniture including Kitchen and Garden Pieces; Bedding. National Interior Design Show, Toronto	May 23-25
Carpets, Rugs and Floor-coverings including Tiles, Matting and Linoleum. National Interior Design Show, Toronto	May 23-25

Manufacturers who wish to take part in these or similar events, whether or not their products are listed above, should contact their Trade Association immediately. Depending on the type of event envisaged, the Trade Association should communicate with one of the following:–

(a) *Samples Displays*
Miss A. Roush, Committee for Exports to Canada, 6-14 Dean Farrar Street, S.W.1. (Tel. 01-930-3121).

(b) *Missions*
British National Export Council, 6-14 Dean Farrar Street, S.W.1. (Tel. 01-930-3121).

(c) *Participation in Trade Fairs*
Mr. I. F. Stephen, Overseas Trade Fairs Directorate, Board of Trade, Broadway Buildings, 54 Broadway, S.W.1. (Tel. Abbey 7877, Ext. 2790).

Joint venture terms are available under (a) and (c), mission terms for (b).

Business brisk at Blackpool Gifts Fair

THE 18th International Gifts Fair opened with zest at Blackpool on February 6. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, offered a warm welcome to overseas buyers, and also to the substantial numbers of overseas exhibitors who, he commented, do much to sharpen the edge of British competitiveness and initiative.

The range of the gifts and fancy goods industry has to be seen to be believed. The exhibition in the Winter Gardens, The Metropole and Imperial Hotels, and Talbot Hall – over 1,100 exhibitors in half a million square feet of display area – covered the finest of the potter's and glassblower's arts, the most ingenious of metal presswork, the most imaginative of tableware, and the handiest of travel goods, as well as the connoisseurs choice in smoker's requirements, watches, jewellery, boudoir requisites, silver plate as well as basketware, leatherwear . . . the list is endless. It is more a kaleidoscopic than a cross-sectional view of the best in giftware, and all five days of the fair's run are needed to see and assess their wild variety. Real talent was spotlighted by the pressure of interest and demand.

Overseas buyers were over in force, evidenced by the volume of references to the Board of Trade stand for tariff information, status inquiries, ECGD cover, and follow-through plans for more effective overseas representation, and overseas publicity assistance through the Central Office of Information. Scandinavian buyers were in the van, closely followed by French, Dutch, Italians, Portuguese – as well as buyers from Asian countries. The Belgians came led by a wave of 15 on a buying mission organized by the Export Council for Europe. London buying houses brought representatives of their North American clientele. The Canadians – as also the Belgians – came with an eye to the exploitation of the leading British offerings for retail display during the forthcoming British Weeks in Toronto and Brussels, scheduled for October 1967. The gift trade's own association – the Export Council for the Gifts Industry – is itself mounting a selling mission to North America for April 4-25, where British manufacturers will stage sample shows in Toronto, Vancouver, Los Angeles, Atlanta and New York. The new virility of approach to export salesmanship was heartening.

Orders continued to be booked right up to the closing hours, and indications are that exports arising out of the fair will achieve an all time record percentage of an expanding turnover.

British store promotions in Minneapolis

DAYTONS, the largest department store in Minneapolis, and four of their other stores in St. Pauls, Rochester, Minnesota and Southdale and Brookdale in the suburbs of Minneapolis, are holding major British store promotions in the autumn of this year (September 18-October 7), and estimate that at least one million dollar's worth of British consumer goods will be purchased for them. A massive television and press campaign in the United States is planned to ensure that Daytons' customers are left in no doubt of the varied British consumer goods on sale.

A team of 30-40 buyers from the store will come to Britain within the next few weeks, and British manufacturers who are interested in the opportunities offered to break into a new and expanding market are invited to approach the store's London Buying house: Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266) or the British Weeks and Store Promotions Directorate of the Board of Trade, Kingsgate House, 62/74 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2760) for further information.

Further details of the store buyers' visits, as they become available, will be published in the *Export Service Bulletin* and in the *Board of Trade Journal*.

Mr. J. Q. O'Brien, Board of Trade; councillor Robert Brierley, Mayor of Blackpool; Mr. Elkan Simons, chairman Exports Council Gifts Industry, and Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on the Board of Trade stand at the Gifts and Fancy Goods Fair at Blackpool.

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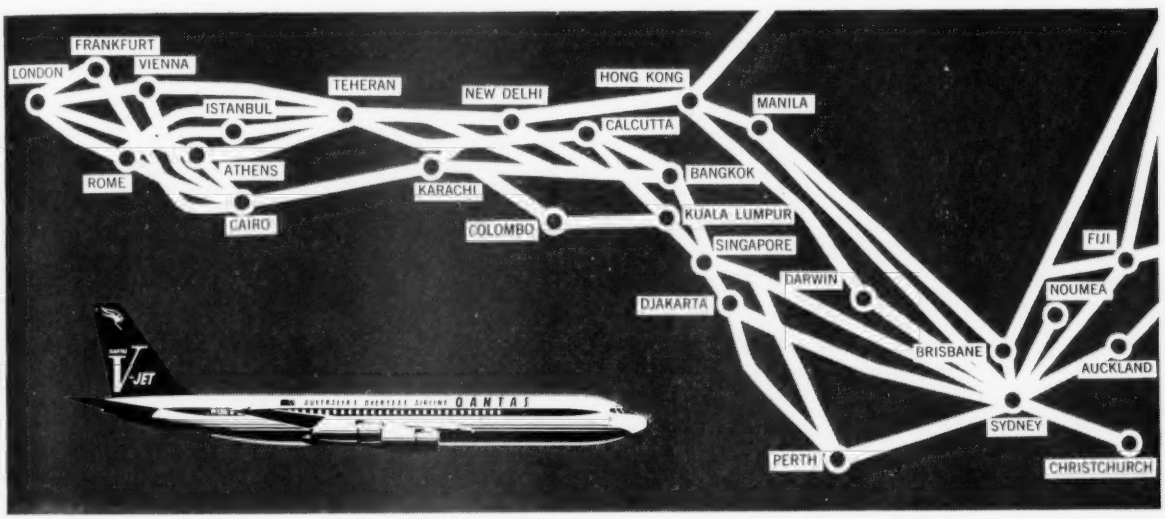

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Trade between the UK and East Germany

THE Confederation of British Industry and the East German Chamber of Foreign Trade met in London last week to negotiate trade arrangements for 1967.

After reviewing the progressive development of trade in 1966 (United Kingdom exports to East Germany amounted to £15.9 million and United Kingdom imports were £13.6 million), the parties agreed to recommend to their authorities further trade in each direction for the period January 1-December 31, 1967 of £16.8 million (making a total provision for imports and exports together of £33.6 million). The details will be published by both sides after approval by the competent authorities in both countries.

Double taxation—Trinidad and Tobago

THE DOUBLE TAXATION Agreement with Trinidad and Tobago, which was signed on December 29, 1966, was published on February 7 as a Schedule to a draft Order in Council.

Double taxation—Singapore

THE BOARD of Inland Revenue announce that the Double Taxation Agreement with Singapore, which was signed on December 1, 1966, was published on February 10 as a Schedule to a draft Order in Council.

£18 million Kenya loan

AT A CEREMONY in Nairobi on February 9 letters of intent were exchanged between representatives of the British and Kenya Governments, relating to the £18 million interest-free loan which Britain agreed in November 1965 to make available to Kenya for the four-year period ending 1970.

Under the terms of the agreement up to £12 million will be devoted to general development, including funds for the acceleration of land consolidation and registration. The balance will be used to finance a further programme of land transfer and settlement, including the provision of training for African large-scale farmers.

Among the development projects for which funds have already been allocated are the Voice of Kenya short-wave broadcasting service (£117,000), modernization of the Government press (£160,000), medical equipment for the new Pumwani maternity hospital (£64,000), additional equipment for the Homa Bay Hospital, equipment for the Ministry of Agriculture's tractor hire service (£81,000) and further developments in the Ol Kalou area (£200,000).

Other major projects under consideration include the completion of the Nairobi-Mombasa road project, afforestation schemes, and grain storage.

Mr. John Pay, overseas sales executive of Colt Ventilation & Heating Ltd., describes the firm's Hurricane powered extract ventilator to Snr. Juan Serra Pons (left) and Snr. Enrique Aguillar Salazar (centre) at the Colt factory at Havant, Hants, after the signing of an agency agreement which will give Colt wider representation in Spain for the sale of industrial ventilation equipment and design.

In the years immediately following independence, aid negotiations were held on a year-to-year basis. The present arrangement whereby British aid is promised for a four-year period will mean that financial resources will be better known to the Kenya Government in advance so that the use of British capital aid can be planned to better advantage.

Fourth British interest free loan to Ceylon

THE MINISTRY of Overseas Development has announced that a loan agreement under which Britain will provide economic assistance to Ceylon to the value of £1,570,000, was signed on February 7, 1967, in Colombo. This is the second instalment of the aid offered following the World Bank meeting held in London in May 1966, when Ceylon's import needs were considered. At that meeting Britain pledged a total of £3.57 million, as it had also done at a similar meeting the previous year. The 1965 pledge was implemented by two loans of £2 million and £1.57 million. The first instalment of the 1966 pledge was a loan of £2 million, signed on September 26, 1966, and this latest loan completes the pledge.

The loan is interest free and is repayable over 25 years, including an initial three-year grace period, as were the three previous loans totalling £5,570,000. It will be used for the purchase of fertilizers, commercial vehicles and equipment.

£1½ million grants for Swaziland

GRANTS TOTALLING £1,564,300 have been made available by the Ministry of Overseas Development from Colonial Development and Welfare funds to Swaziland. Important requirements, financed under these grants, would mainly be bought from the United Kingdom.

Education receives £662,700. The number of qualified teachers being trained is to be increased, and more school places are to be made available for the older age groups. At the moment about 65 per cent of all children of primary school age are at school, but only 5 per cent of these reach the sixth year.

Agricultural research and extension services, programmes of livestock improvement, disease control and soil and water conservation benefit by £515,600. Development effort, including the agricultural extension service, is to be concentrated in 14 development areas composed of districts which have shown particular interest in improvement and self-help. Co-operatives for marketing and purchase are to be established in these, and loans will be available on easy terms from the Swaziland Credit Savings Bank for which Colonial Development and Welfare funds have provided £170,000 of the equity.

These areas are intended as a pilot to set alight development in the country as a whole.

Medical services, training for Government service and industry, adult literacy and education, community development and improvement of housing facilities in urban areas, share grants totalling nearly £400,000.

These grants have been made from the allocation of £3.9 million made to Swaziland for the three years 1965/68.

Indonesian claims

THE FOREIGN OFFICE has announced that an agreement recently made with the Government of the Republic of Indonesia provides for the payment of compensation for property losses suffered by United Kingdom nationals during, or as a direct result of, the public disorders in Indonesia in September 1963.

Any United Kingdom national who considers he has a claim against the Indonesian Government for such a loss is invited to apply not later than December 31, 1967, to the Under-Secretary of State, Foreign Office, Whitehall, London, S.W.1, for the appropriate form on which to record details of the claim and to apply for compensation.

Hints to businessmen visiting Cyprus, Japan and Jordan

REVISED EDITIONS of the booklets on Cyprus, Japan and Jordan have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

British commercial representatives overseas

THE FOLLOWING amendments and additions should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on January 20:

ARGENTINA – Add the following: [Postal address: Casilla 2050 Buenos Aires.]

BARBADOS – In line 5 of the entry *delete* ('Tradcom, Barbados').

CYPRUS – *Amend* Mr. E. R. Worsnop's title to read: First Secretary (Commercial).

ECUADOR – GUYAQUIL: *Amend* Mr. T. G. Simon's title to read: Consul (Commercial).

A ten-man mission from the wool textile industry left London Airport recently for a month's tour of Australia and New Zealand. The visit has been organized by the National Wool Textile Export Corporation with the support of the British National Export Council. Members of the party are (left to right): Mr. Tom Gillson, C. F. Taylor & Co. Ltd., Shipley; Mr. Jack Fisher, Dobroyd Ltd., New Mill, near Huddersfield; Mr. Michael G. H. Garnett, G. Garnett & Sons, Ltd., Apperley Bridge; Mr. F. R. Pilley, Stroud, Riley & Co. Ltd., Bradford; Mr. Edward Glendinning, Glendinning Bros. Ltd., Huddersfield, leader of the mission; Mr. Philip Booth, Henry Booth & Sons, Ltd., Gildersome; Mr. R. K. Kent, John Emsley (Exports) Ltd., Bradford; Mrs. Knox, Mr. John Knox, John Knox & Sons, Ltd., Silsden; Mr. A. D. Martin, Shaw Bros., Ltd., Huddersfield; Mr. W. L. Feather, Crowther & Nicholson Ltd., Huddersfield.

EL SALVADOR – *Add* the following: (Telex 201-3010233 a/b PRODSALV).

NIGERIA – LAGOS: *Delete* 'Mr. C. E. Dymond'. *Substitute* Mr. L. P. F. Lestrange.

NIGERIA – ENUGU: *Amend* the PO Box number to read: 357.

BRITISH TRADE CORRESPONDENTS (on page vi)

GIBRALTAR – *Amend* the telephone number to read: A.4580.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(26/67) Tunnelling Machine for the Melbourne and Metropolitan Board of Works. (Further Information.) E.S.B. 3374/67.*

(26/67) Construction of Hostel for National Capital Development Commission. March 14. E.S.B. 6031/67.

(26/67) Sluice Gates for West Australian Tender Board. April 20. E.S.B. 4569/67.

BRUNEI

(28/67) Air Compressors for Brunei State Engineer. Closing date not known. E.S.B. 6029/67.

BURMA

Electricity Supply Board:

(27/67) Insulating Tapes. March 14. E.S.B. 5901/67.*

(28/67) Motor Vehicles; Fork Lift; Scrapers. March 20. E.S.B. 5929/67.

Myanma Export/Import Corporation:

(27/67) Bicycle Parts. Closing date amended to March 3. E.S.B. 3642/67.*

(27/67) Tyres and Tubes. March 13. E.S.B. 5939/67.*

(28/67) Marine Equipment. March 6. E.S.B. 5940/67.*

People's Oil Industry:

(27/67) Miscellaneous Spare Parts. April 10. E.S.B. 5936/67.*

(27/67) Packing and Jointing Materials. March 10. E.S.B. 5938/67.*

(27/67) Cotton Drill; Woollen Socks; Cotton Thread. March 30. E.S.B. 5931/67.*

(28/67) Construction of Canning Factory. April 11. E.S.B. 5934/67.*

(26/67) Lighting Equipment for Trains for Union of Burma Railway Board. March 21. E.S.B. 4556/67.*

CEYLON

Ceylon Transport Board:

(27/67) Paint. March 28. E.S.B. 4600/67.

(27/67) Tyres and Tubes. March 1. E.S.B. 4598/67.

(28/67) Batteries. March 27. E.S.B. 4599/67.

(27/67) Tyres and Tubes for Colombo Municipal Council. March 8. E.S.B. 5950/67.*

(31/67) House Service Meters for Department of Government Electrical Undertakings. April 25. E.S.B. 6381/67.*

(26/67) Woollen Socks and Stockings for Government Stores Department. March 14. E.S.B. 4513/67.

(26/67) Deep Freezers for Milk Board. March 29. E.S.B. 4516/67.

(30/67) Transceivers for Port (Cargo) Corporation. (Further Information.) Tender documents now available. E.S.B. 4532/67.*

COLOMBIA

(26/67) Electric Meters for Central Hidroelectrica de Caldas 'Chec'. March 21. E.S.B. 4579/67.

(28/67) Generators and Associated Equipment for Empresa de Energia Electrica de Bogota. April 12. E.S.B. 5951/67.*

(31/67) Transmission Lines for Instituto de Aprovechamiento de Aguas y Fomento Electrico. March 15. E.S.B. 6608/67.

Instituto de Fomento Municipal:

(27/67) Generating Plants. Closing date (correction) March 2. E.S.B. 3680/67.

(28/67) Generating Plant. March 8. Tender documents (in Spanish) available. E.S.B. 5952/67.*

COSTA RICA

Instituto Costarricense de Electricidad:

(26/67) Rectifiers. March 13. Tender documents (in Spanish) available. E.S.B. 4529/67.*

(26/67) Telephone Kiosks. March 14. Press notice (in Spanish) available. E.S.B. 4530/67.*

(29/67) Cables and Accessories. Closing date postponed to March 27. E.S.B. 47917/66.*

FORMOSA

Central Trust of China:

(26/67) Vehicle Spares. March 1. E.S.B. 4522/67.*

(26/67) Foot Pressing Tool. March 3. E.S.B. 4518/67.*

(26/67) Tractor Spares. March 1. E.S.B. 4521/67.*

(26/67) Vehicle Spares. March 1. E.S.B. 4523/47.*

(31/67) Heat Exchanger Tubes. March 13. E.S.B. 6636/67.

GERMANY, FEDERAL REPUBLIC OF

(29/67) Aircraft Hangars for Bayeristher Staatsanzeiger. April 7. E.S.B. 6385/67.

NATO Infrastructure Contracts:

(31/67) German Government Construction Works. Apply by March 1. G.D. 400/67.

(31/67) Electrical Work. Apply by March 1. G.D. 401/67.

GREECE

(29/67) Tin for Hellenic State Railways. March 17. E.S.B. 5998/67.*

Institute of Social Insurance:

(28/67) X-ray Diagnostic Machines. March 14. E.S.B. 5996/67.

(28/67) Dental Materials. March 4. E.S.B. 5981/67.*

(29/67) Medical Supplies. March 4. E.S.B. 5995/67.*

(28/67) Recording Tape for Ministry of Commerce. March 15. E.S.B. 5980/66.*

Public Power Corporation of Greece:

(29/67) Feasibility Study. April 15. E.S.B. 6310/67.

(30/67) Cable. (Further Information.) E.S.B. 47908/66.

(30/67) Nails, Thread. (Further Information.) Closing date postponed to March 20. E.S.B. 3623/67.

(30/67) Voltage Transformer-Regulator. March 25. E.S.B. 6099/67.

(30/67) Leak Locating Apparatus. March 6. E.S.B. 6304/67.

(31/67) Distribution Accessories. March 17. E.S.B. 6387/67.

(31/67) Cable Boxes. March 7. E.S.B. 6390/67.

(31/67) Calcium Hydroxide. March 4. E.S.B. 6391/67.

(31/67) Crane. March 6. E.S.B. 6392/67.

(31/67) Chemicals. March 1. E.S.B. 6393/67.

(31/67) Cable. March 8. E.S.B. 6604/67.

INDIA

Atomic Energy Establishment:

(28/67) Stainless Steel Pipes, Bends, Rods. March 7. E.S.B. 5985/67.*

(28/67) pH Controller. March 10. E.S.B. 6021/67.*

(28/67) SS Sheets, Rings and Discs. March 6. E.S.B. 5984/67.*

(28/67) Box Furnace. March 14. E.S.B. 6025/67.*

(28/67) Stainless Steel Tubes. March 6. E.S.B. 5983/67.*

(28/67) Centrifugal Pumps. March 9. E.S.B. 6016/67.*

(28/67) Control Valves. March 10. E.S.B. 6019/67.*

(29/67) Stainless Steel Welding Rods and Electrodes. March 7. E.S.B. 5986/67.

(29/67) Refractory Plate. March 7. E.S.B. 5987/67.

(29/67) Interface Controllers. March 9. E.S.B. 6018/67.

(29/67) Porous Alloy Filters. March 14. E.S.B. 6027/67.

(29/67) Temperature Indicators. March 13. E.S.B. 6023/67.

(29/67) Metering Pumps. March 6. E.S.B. 5988/67.

(29/67) Rotary Filters. March 14. E.S.B. 6026/67.

(29/67) Filter Press. March 8. E.S.B. 6015/67.

(29/67) Ammonia Dissociators. March 13. E.S.B. 6024/67.

(29/67) Fork Lift Truck. March 8. E.S.B. 6013/67.

(29/67) Filter Presses. March 8. E.S.B. 6014/67.

(29/67) Centrifugal Pumps. March 9. E.S.B. 6017/67.

(29/67) Density Recorders. March 10. E.S.B. 6020/67.

(29/67) Stainless Steel Valves. March 13. E.S.B. 6022/67.*

(30/67) Oil Seals. March 21. E.S.B. 6055/67.

(30/67) Worm Reduction Gear Unit. March 23. E.S.B. 6056/67.

(30/67) Drying Tumblers. March 24. E.S.B. 6059/67.

(30/67) Laboratory Test Sieve Shaker. March 27. E.S.B. 6060/67.

(30/67) Calculating Machines. March 27. E.S.B. 6061/67.

(30/67) Electric Hoist. March 28. E.S.B. 6063/67.

(30/67) Air Compressors. March 30. E.S.B. 6070/67.

(30/67) Metering Pump. March 16. E.S.B. 6035/67.

(30/67) Level Indicators. March 20. E.S.B. 6053/67.

(30/67) Industrial Vacuum Cleaners. March 23. E.S.B. 6057/67.

(30/67) Rotary Vacuum Pumps. March 29. E.S.B. 6068/67.

(30/67) Lathe. March 31. E.S.B. 6071/67.

Bharat Heavy Electricals Ltd.:

(29/67) Steel Plates. March 8. E.S.B. 6004/67.*

(29/67) Wheel Sets. March 18. E.S.B. 6005/67.

Director General of Supplies and Disposals:

(27/67) Ebonite Sheets. March 8. Tender documents now available. E.S.B. 4589/67.*

(27/67) Automatic Chucking Machine. March 10. E.S.B. 4593/67.*

(30/67) Regulator Shutters for Government of Kerala. (Further Information.) E.S.B. 2175/67.

(26/67) Seismographic Equipment for Kerala State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 2174/67.*

Maharashtra State Electricity Board:

(28/67) Insulators. (Further Information.) Tender documents now available. E.S.B. 1849/67.*

(29/67) Insulator Hardware. March 1. E.S.B. 6351/67.

(26/67) Railway Interlocking Scheme for South Eastern Railway. April 12. E.S.B. 5946/67.

IRAN

(28/67) Mobile Cranes for Steel Corporation of Iran. March 13. E.S.B. 6030/67.*

IRAQ

(29/67) Medical Supplies. (Further Information.) Tender documents now available. E.S.B. 4585/67.*

†**The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only **£10 10s.**

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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The Chief Engineer of the Libyan Department of Posts and Telegraphs, Mr. G. H. Arnous, inspects a Redifon 10kW transmitter destined for Tripoli as part of a £100,000 coast station order received by Redifon Ltd. earlier this year. Demonstrating the transmitter during factory test is Mr. K. E. Harris, an executive director of Redifon. The entire station, which will provide radiotelegraph and radiotelephone communication with shipping throughout the Mediterranean, will be supplied, installed and commissioned by Redifon, who were also responsible for its planning as one of the most advanced of its type.

(29/67) Anti-Tuberculosis Chemotherapy. (Further Information.) Tender documents now available. E.S.B. 4584/67.*
(30/67) Mortuary Refrigeration. (Further Information.) Tender documents now available. E.S.B. 4585/67.*
(27/67) Marine Paints for Iraqi Ports Administration. (Further Information.) Official analysis certificate required showing percentage of lead in each kind of paint. E.S.B. 47435/66.*
(27/67) Mountain Warfare Suits for Ministry of Defence. (Further Information.) Closing date postponed to March 28. E.S.B. 46876/66.*

JAMAICA

(29/67) Pumps for Jamaican Public Service Co. Ltd. March 7. E.S.B. 6311/67.*
(28/67) Telecommunications Cable and Materials for Jamaica Telephone Co. Ltd. April 14. E.S.B. 5762/67.

JORDAN

(29/67) Laboratory Equipment and Chemicals for Department of Supplies. March 15. E.S.B. 6094/67.*
(29/67) Transport of Rock Phosphate for Jordan Phosphate Mines Co. (Further Information.) Closing date postponed to March 18. E.S.B. 46155/66.*

KENYA

(28/67) Bogie Tank Wagons for Liquid Gas for East African Railways and Harbours. Apply by March 10. E.S.B. 6007/67.

KUWAIT

Central Tenders Committee:
(29/67) Diesel Generator Sets. March 14. E.S.B. 6095/67.*
(29/67) Bentonite. March 5. E.S.B. 6096/67.*

MALAYSIA

Telecommunications Department:
(28/67) Battery Eliminators. March 13. E.S.B. 5972/67.*
(28/67) Switchboards. March 13. E.S.B. 5974/67.*
(28/67) Telephone Wire and Cable. March 16. E.S.B. 5976/67.*
(27/67) Telephone Spares. March 13. E.S.B. 5969/67.*
(27/67) Electronic Components. March 6. E.S.B. 5973/67.*
(27/67) High Voltage Construction Kit for Technical College, Kuala Lumpur. April 7. E.S.B. 4587/67.*
(30/67) X-ray Accessories for University of Malaya. March 31. E.S.B. 6074/67.*

MALTA

Directorate of Contracts:
(28/67) Protein and Vitamin Concentrates. March 1. E.S.B. 6003/67.*
(27/67) Watermarked Paper. March 1. E.S.B. 4571/67.*
(27/67) Paper. March 1. E.S.B. 4572/67.*
(30/67) Copper Wire. March 15. E.S.B. 6631/67.*

NETHERLANDS ANTILLES

(28/67) Loaders for Department of Public Works, Curacao. March 2. E.S.B. 5977/67.*

NEW ZEALAND

(27/67) PVA Cloth for Ministry of Works. March 8. E.S.B. 4594/67.*

PAKISTAN

(28/67) Transmitting Equipment and Components for Directorate General Investments, Promotion and Supplies. Closing dates up to March 15. E.S.B. 6072/67.
Directorate of Supply:
(26/67) Cinematographic Equipment. March 9. E.S.B. 4553/67.*
(27/67) Cold Storage Plant. March 8. E.S.B. 4554/67.
(27/67) Camera Accessories and Spares. March 6. E.S.B. 4555/67.
(26/67) Manufacturing Plants for Brake-Fluid for Ministry of Industries and National Resources. March 1. E.S.B. 5339/67.*
Pakistan Eastern Railway:
(27/67) MS Bolts. March 28. E.S.B. 4562/67.
(27/67) OET Cranes. April 5. E.S.B. 4566/67.
(27/67) Locomotive Lifting Jacks. April 5. E.S.B. 4567/67.
(26/67) Permanent Way Materials. March 28. E.S.B. 4563/67.*
(27/67) Fish Plates. March 28. E.S.B. 4561/67.
(27/67) Rail Spikes. March 27. E.S.B. 4558/67.
(27/67) Rails. March 27. E.S.B. 4559/67.
(27/67) Fish Plates. March 27. E.S.B. 4560/67.
(31/67) Railway Workshop Equipment for Pakistan Western Railway. (Further Information.) Tender documents now available. E.S.B. 2894/67.*

SAUDI ARABIA

(26/67) Pharmaceuticals for Ministry of Defence and Aviation. March 4. E.S.B. 5963/67.

SINGAPORE, REPUBLIC OF

(28/67) Science and Laboratory Equipment for Central Supplies Office. March 8. E.S.B. 5994/67.*
(28/67) Laboratory Equipment for Singapore Polytechnic. March 7. E.S.B. 5993/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(30/67) Laundry Machinery. March 7. E.S.B. 6364/67.
(30/67) Pneumatic Drill Grinders. March 3. E.S.B. 6362/67.*
(30/67) Laundry Machinery. March 3. E.S.B. 6365/67.*
(30/67) Laundry Machinery. March 7. E.S.B. 6360/67.*
(30/67) Laundry Machinery. March 10. Tender documents now available. E.S.B. 6361/67.*
State Tender Board:
(27/67) Brass Strip. March 1. E.S.B. 4565/67.*
(29/67) Magnetic Tape Message Repeaters. March 9. E.S.B. 6075/67.*
(30/67) Air Compressors. March 23. E.S.B. 6076/67.*
(30/67) PVC Cable. March 2. E.S.B. 6077/67.*

SUDAN

(29/67) Railway Motor Trolleys for Sudan Railways. March 16. E.S.B. 6073/67.*

THAILAND

(30/67) Steel Bars for Directorate of Air Engineering. March 16. E.S.B. 6332/67.*
(29/67) Bleached Sulphate Pulp for Thai Paper Factory. March 1. E.S.B. 6348/67.
(29/67) Roller Bearings; Axle Boxes for State Railway of Thailand. March 22. E.S.B. 6325/67.

TURKEY

(27/67) Traffic Lights for Istanbul Belediye Riyasetine. March 20. E.S.B. 5935/67.*
(29/67) Broadcasting Transmitters and Equipment for Turkish Radio and Television Association. May 3. E.S.B. 6315/67.*

UNITED ARAB REPUBLIC (EGYPT)

(26/67) Nickel Shot for Egyptian Railways. March 1. E.S.B. 5968/67.
(27/67) Radio Telephone Equipment for Ministry of Communications. April 15. E.S.B. 5966/67.*

URUGUAY

State Oil and Alcohol Monopoly (ANCAP):
(26/67) Alumina. March 7. E.S.B. 4551/67.
(27/67) Oil Tankers. (Further Information.) March 15. Tender has been re-issued. E.S.B. 25907/66.*

Dexion Limited's Speedframe perforated tube and Speedframe cantilever brackets being used for displaying items in a gift shop in Asmara, Eritrea, Ethiopia. Speedframe is exported to some 60 countries throughout the world.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(30/67) Inquiry for cosmetics; pharmaceuticals; veterinary preparations. E.S.B. 5658/65.

Austria
(31/67) Agency inquiry for swimming pools. E.S.B. 6518/67.

Bahamas
(29/67) Inquiry in respect of prefabricated buildings. E.S.B. 5693/67.

Barbados
(26/67) Agency inquiry for building and construction materials; hardware. E.S.B. 5447/67.

Bolivia
(27/67) Inquiry for rubber hose manufacturing machinery. E.S.B. 5210/67.
(28/67) Inquiry for cotton/synthetic fabrics. E.S.B. 39928/66.
(29/67) Inquiry for machinery and equipment for medical supplies. E.S.B. 5836/67.
(29/67) Inquiry for office machinery and furniture. E.S.B. 5709/67.
(29/67) Inquiry for radiation detection equipment. E.S.B. 4388/67.

Brazil
(28/67) Inquiry for vegetable oil plant and equipment. E.S.B. 39079/66.

Canada
(30/67) Agency inquiry for fluid-power equipment. E.S.B. 6491/67.
(26/67) British Food Mission to Toronto. E.S.B. 42058/66.
(29/67) Inquiry for woollen fabrics. E.S.B. 5861/67.
(30/67) Inquiry for caulking; caulking guns. E.S.B. 6471/67.
(30/67) Inquiry for frozen fruit. E.S.B. 6440/67.

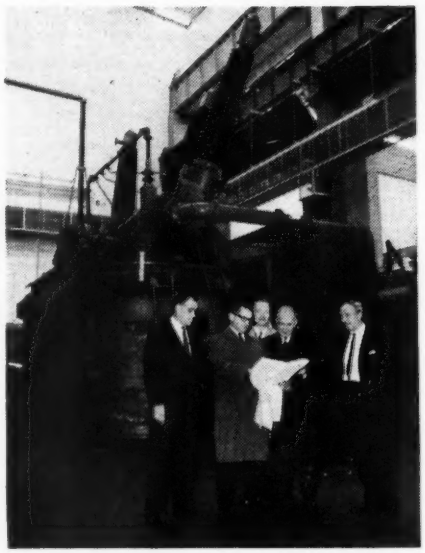
Chile
(30/67) Inquiry for die forging plant; steel plant. E.S.B. 5732/67.

Fiji
(26/67) Agency inquiry for brake linings. E.S.B. 5514/67.
(28/67) Inquiry for stone crusher. E.S.B. 5770/67.

Finland
(30/67) Agency inquiry for steel sheet. E.S.B. 6104/67.
(29/67) Inquiry for paper cartridge making machinery. E.S.B. 5690/67.
(30/67) Inquiry for lining material. E.S.B. 3877/67.

France
(26/67) Agency inquiry for knitwear. E.S.B. 5470/67.
(26/67) Agency inquiry for medical and surgical disposable items; rubber gloves. E.S.B. 5512/67.
(27/67) Agency inquiry for carded fabrics; suitings. E.S.B. 5393/67.
(27/67) Agency inquiry for publicity badges and gifts. E.S.B. 5436/67.
(29/67) Agency inquiry for clothing; textiles. E.S.B. 6229/67.
(29/67) Agency inquiry for textile equipment and accessories. E.S.B. 6421/67.
(30/67) Agency inquiry for refrigeration and insulating materials. E.S.B. 6175/67.
(30/67) Agency inquiry for synthetic fibres; wool yarn. E.S.B. 6452/67.
(31/67) Agency inquiry for furniture. E.S.B. 6576/67.
(27/67) Inquiry for furniture. E.S.B. 4027/67.

† For further details on the 'Export Service Bulletin' see page 460.



Shown here during a recent visit to the Edinburgh factory of Bruce Peebles Ltd. are (left centre) the Hon. G. W. W. Chalk, Deputy Premier and State Treasurer of Queensland, and (right centre) the Hon. G. O. Reid, the Minister of Fuel and Power of the State of Victoria. During their tour of the factory they were accompanied by (right) Mr. Duncan McDonald and (left) Mr. R. W. Flux (managing and commercial directors respectively of Bruce Peebles Ltd.), and by (centre) Mr. J. D. Milne of the Scottish Information Office; behind the party is a 150 MVA 330 kV transformer for an Australian substation being erected for test. The two Australian Ministers are members of a small party touring the United Kingdom as guests of Her Majesty's Government to inspect various aspects of British industry and public health organizations.

Germany, Federal Republic of
(26/67) Agency inquiry for fabrics. E.S.B. 5381/67.
(28/67) Agency inquiry for building industry tools and accessories. E.S.B. 48413/66.
(26/67) Inquiry for electronic components. E.S.B. 3558/67.
(27/67) Import opportunity – potatoes. C.R.E. 27/67.
(30/67) Purchase of scientific equipment from United Kingdom. C.R.E. 19390/G.
(31/67) Inquiry for colouring materials. E.S.B. 6583/67.

Iran
(30/67) Agency inquiry for medical supplies; sports equipment. E.S.B. 6127/67.

Iraq
(29/67) Inquiry for gas bottles; storage tanks. E.S.B. 43065/66.

Israel
(30/67) Agency inquiry for fire detection and security equipment. E.S.B. 5881/67.

Italy
(27/67) Agency inquiry for zootechnic appliances. E.S.B. 4916/67.
(28/67) Agency inquiry for clothing industry items; suitings; textiles. E.S.B. 5459/67.
(30/67) Agency inquiry for confectionery; foodstuffs; tea. E.S.B. 6426/67.
(26/67) Inquiry for plasticizers. E.S.B. 5474/67.
(28/67) Inquiry for pumps; valves. E.S.B. 3932/67.
(29/67) Inquiry for automobile heaters. E.S.B. 3489/67.
(29/67) Inquiry for clothing. E.S.B. 4936/67.
(29/67) Inquiry for tubes and tyres. E.S.B. 5168/67.

Jamaica
(27/67) Agency inquiry for caramel colouring; spices. E.S.B. 5574/67.
(28/67) Agency inquiry for candles; isinglass; paper; spices. E.S.B. 47607/66.

Kenya
(29/67) Inquiry for children's clothing; cotton fabrics; handbags and fittings; suitings. E.S.B. 3790/67.

Kuwait
27/67) Inquiry for lifeboat safety equipment. E.S.B. 5671/67.
(30/67) Inquiry for baby products; frozen cakes; table potatoes. E.S.B. 5252/67.

Lebanon
(29/67) Agency inquiry for packaging machinery. E.S.B. 6176/67.
(30/67) Inquiry for steel wool plant and equipment. E.S.B. 6102/67.

Libya
(29/67) Inquiry for overcoats; suits. E.S.B. 5168/67.

Luxembourg
(30/67) Inquiry for car accessories. E.S.B. 5696/67.
(30/67) Inquiry for cylinders. E.S.B. 5823/67.

Mexico
(29/67) Agency inquiry for sugar industry machinery and equipment. E.S.B. 6249/67.
(27/67) Inquiry for vacuum tube making machinery and components. E.S.B. 5119/67.

Morocco
(29/67) Agency inquiry for angles; girders; iron bars; wire; steel cables; steel bars. E.S.B. 45599/66.
(26/67) Inquiry for brassieres; rainwear; swimwear. E.S.B. 5230/67.
(30/67) Inquiry for paper. E.S.B. 5255/67.

Nicaragua
(28/67) Inquiry for typewriters and spare parts. E.S.B. 5508/67.

Norway
(28/67) Agency inquiry for coats. E.S.B. 3470/67.
(29/67) Inquiry for clothing; household goods; knitwear; piece-goods; wool. E.S.B. 5818/67.
(30/67) Inquiry for builder's hardware; building materials; agricultural hand tools; horticultural equipment. E.S.B. 6125/67.

Pakistan
(29/67) Inquiry for rubber belt manufacturing plant. E.S.B. 2669/67.
(30/67) Inquiry for chemicals; dyestuffs. E.S.B. 43450/66.

Philippines, Republic of the
(27/67) Inquiry for starch manufacturing plant and machinery. E.S.B. 5573/67.
(28/67) Manufacture under licence – cosmetic products; pharmaceutical products. E.S.B. 5597/67.

Rumania/Poland
(26/67) Trade and financial arrangements. C.R.E. 15899/G.

South Africa
(26/67) Agency inquiry for scientific instruments. E.S.B. 5382/67.
(28/67) Agency inquiry for cot blankets; infants' wear. E.S.B. 5704/67.
(30/67) Inquiry for photo-copy machine and materials. E.S.B. 6477/67.

Spain
(29/67) Agency inquiry for foodstuffs. E.S.B. 45450/65.
(26/67) Inquiry in respect of construction of ammonia plant. E.S.B. 5218/67.
(30/67) Inquiry for pneumatic grease guns. E.S.B. 6103/67.
(30/67) Inquiry in respect of road and civil engineering projects. E.S.B. 6164/67.
(30/67) Inquiry for stone. E.S.B. 6164/67.

Sweden
(30/67) Agency inquiry for alarm clocks; bathroom slippers. E.S.B. 6424/67.
(30/67) Agency inquiry for carpets. E.S.B. 6555/67.
(30/67) Agency inquiry for domestic appliances; electrical fittings; electrical motors and transformers; shipbuilding materials. E.S.B. 6493/67.
(31/67) Agency inquiry for driers for refrigeration plants; gaskets; industrial tape; lubricating oils; plastic products; valves. E.S.B. 5786/67.
(27/67) Inquiry for shoes. E.S.B. 5605/67.

Switzerland
(27/67) Agency inquiry for silage cutters and dischargers; tower silos. E.S.B. 5452/67.
(30/67) Agency inquiry for precision tools. E.S.B. 6476/67.
(30/67) Agency inquiry for scarves and neckwear. E.S.B. 6405/67.
(27/67) Inquiry for surgical instruments. E.S.B. 5530/67.
(28/67) Inquiry for carbide cylinders; cutting tools; diamond abrasives. E.S.B. 5219/67.

Syrian Arab Republic
(26/67) Inquiry for cement; ceramics; knitting machines; linoleum; oils and lubricants; thread. E.S.B. 5427/67.
(29/67) Inquiry for cleaning and selecting machines. E.S.B. 5575/67.

With exports of their textile machinery averaging 60 per cent of their sales and customers in 22 countries, Dobson & Barlow Machinery Sales Ltd. receive many overseas visitors to their Bolton headquarters. Latest to sign their visitors' book was Mr. Won Man Lee, a member of the National Assembly of the Republic of Korea and former President of the Korean Nylon Company, seen here with Mr. J. K. Fletcher, (right) managing director of Dobson & Barlow Machinery Sales Ltd. explaining the operation of a drawtwister to Mr. Lee (centre). In the background is Mr. A. Pilling, works director of Dobson & Barlow Ltd.

Thailand
(26/67) Interest rate on sterling import bills. C.R.E. 14167/G.

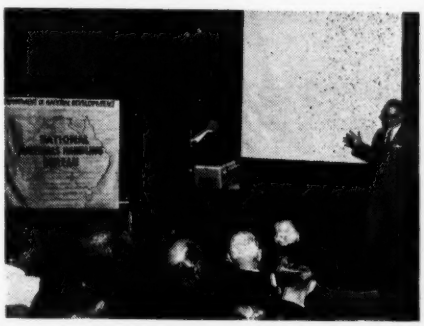
Tunisia/The People's Republic of China
(26/67) Trade Agreement. C.R.E. 6516/G.

Turkey
(29/67) Agency inquiry for electric and electronic equipment; mining equipment. E.S.B. 44792/66.

Uganda
(30/67) Inquiry for raw materials and parts for car battery manufacture. E.S.B. 4621/67.

United States of America
(26/67) Agency inquiry for electric motors; power transmission equipment. E.S.B. 5511/67.
(29/67) Agency inquiry for packaging and processing machinery. E.S.B. 23945/66.
(26/67) Inquiry for art objects; paintings. E.S.B. 5333/67.
(26/67) Inquiry for ball screw machine. E.S.B. 5561/67.
(26/67) Inquiry for haberdashery; hand knitting machines; pattern books; yarns. E.S.B. 5487/67.
(26/67) Trade Exhibitions. E.S.B. 4977/67.
(27/67) Inquiry for gears. E.S.B. 5052/67.
(28/67) Inquiry for domestic stereo tape players. E.S.B. 47544/66.
(28/67) Inquiry for foodstuffs. E.S.B. 5555/67.
(28/67) Inquiry for outerwear. E.S.B. 4495/67.
(29/67) Inquiry for avionics equipment electrical connectors; forgings and castings; gyros; plugs; resistors. E.S.B. 6130/67.
(29/67) Inquiry for aircraft bearings. E.S.B. 6128/67.
(29/67) Inquiry for bearings. E.S.B. 48077/66.
(29/67) Inquiry for biscuits. E.S.B. 6186/67.
(29/67) Inquiry for bolts and rivets. E.S.B. 6234/67.
(29/67) Inquiry for castings and plates; metal tubing. E.S.B. 6129/67.
(29/67) Inquiry for chemicals; precious metals. E.S.B. 6188/67.
(29/67) Inquiry for cutting tools; gauges. E.S.B. 5730/67.
(29/67) Inquiry for diamond saws; photographic plates. E.S.B. 6241/67.
(29/67) Inquiry for electronic components. E.S.B. 5729/67.
(29/67) Inquiry for electronic tools and supplies. E.S.B. 48625/66.
(29/67) Inquiry for flatware. E.S.B. 6185/67.
(29/67) Inquiry for health and beauty care items. E.S.B. 5728/67.
(29/67) Inquiry for housewares and tableware. E.S.B. 6232/67.
(29/67) Inquiry for inspection equipment. E.S.B. 6242/67.
(29/67) Inquiry for manicure sets. E.S.B. 6143/67.
(29/67) Inquiry for milling machines; tools. E.S.B. 6189/67.
(29/67) Inquiry for paintings. E.S.B. 5979/67.
(29/67) Inquiry for pipes and fittings; steel shapes; valves. E.S.B. 5801/67.
(29/67) Inquiry for reproduction furniture. E.S.B. 6187/67.
(29/67) Inquiry for reproduction furniture; hardware. E.S.B. 5048/67.
(29/67) Inquiry for rolling mills. E.S.B. 5758/66.
(29/67) Inquiry for silver holloware. E.S.B. 5569/67.
(29/67) Inquiry for sweaters. E.S.B. 6423/67.
(29/67) Inquiry for tins. E.S.B. 6231/67.
(30/67) Inquiry for menswear. E.S.B. 48419/66.
(30/67) Inquiry for mining equipment. E.S.B. 6190/67.
(31/67) Inquiry for dance and theatrical tights. E.S.B. 6499/67.

Venezuela
(26/67) Agency inquiry for chemicals. E.S.B. 5446/67.
(28/67) ETTA Documentation. C.R.E. 16733/G.
(30/67) Move to Kingsgate House. I.D. 5015.



While on a sales tour of Australia, Mr. A. A. Potter, director of overseas operations for Lansing Bagnall Ltd., assisted the Department of National Development in organizing a conference. He is seen delivering a lecture to members of the National Materials Handling Bureau.

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Everything except people across the Atlantic by jet.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives is on pages i to viii of the January 20 issue.

MOROCCO

On behalf of the Board I wish to thank you for organizing the appointments on behalf of Mr. Wallace and Mr. McKelvie during their recent visit to Casablanca.

I understand that you had everthing organized for them down to the last detail and that your organization contributed very largely to the success of their visit. The Board certainly consider that this visit has proved exceptionally useful and I would, therefore, ask you to accept their thanks for your assistance and hospitality.

Seed Potato Marketing Board for Northern Ireland, Belfast.

PARIS, VIENNA AND MILAN

You will remember you gave me the addresses of the embassies in Paris and Vienna and the consulate-general in Milan.

I called at all of these offices and was absolutely amazed by their co-operation, interest and effort that was taken. As a Canadian and even though I am so closely connected with the British factories, with my only interest being the promotion of British knitwear, I have never really felt free to call upon British embassies or make use of any of their services. When I called I was careful to explain my connections and associations so that I would not be travelling under any false colours and I must say that no Englishman could expect any greater consideration and in fact the commercial boys in these offices will do absolutely everything possible for you, except to write the actual orders in the names of the stores. In each case when I explained my position they were all most anxious to let me know that as this concerns British sales I could most definitely feel at liberty to call on them for any normal services.

British salesmen just do not know how lucky they are to have such tremendous service. In often cases the commercial attache knows a store manager and in some cases even a buyer and believe me when he phones up saying he would like to line up an appointment for a British salesman there is an immediate reaction. In 1967 I am going to try to produce a lot more American sales and make some calls in some strange cities. I most certainly will call first at any trade commissioners office and feel that such a call will produce double or triple of any normal results I might receive.

Letter to Board of Trade from Dalkeith Agencies Ltd. of Vancouver.

AUSTRALIA AND NEW ZEALAND

Following my recent visit to Australia and New Zealand as a member of the Building Materials Export Group Trade Mission, I should like to praise the work and the help given to the Mission by the British High Commission Offices in Perth, Adelaide, Melbourne, Sydney, Canberra and also in Wellington, New Zealand. There is no doubt that the help provided by these Offices contributed, to a very large extent, to the success of the Mission. It is my opinion that a great many exporters are completely unaware of this highly efficient organization and the facilities that they provide.

Letter to The Editor from The Universal Asbestos Manufacturing Co. Ltd., Watford.

SOUTH AFRICA

We have been most appreciative of the help that you have given to our company by way of arranging introductions to various overseas companies. I am sure that you will be interested to know that we have in fact received a substantial order from Atlas Aircraft Corporation of South Africa, as a result of your efforts on our behalf. Needless to say, we would be more than grateful for any further inquiries which you may be able to send us.

Letter to Export Services Branch from Rapp Metals Ltd., Middlesex.

BRUSSELS

Thank you very much for your letter and for all the helpful information with which you have kindly provided us.

Your prompt and very detailed reply is very much appreciated on our part and we are now taking the relevant follow up action in the hope of building up sales in Belgium.

Blundell-Permoglaze Ltd., Hull.

UNITED STATES AND CANADA

I returned from my tour of the United States and Canada last weekend, and now back in my office I consider my first duty is to write and thank you for the assistance you gave me prior to my tour, and also to thank the Board of Trade officials for their excellent co-operation during my visits to the various cities.

So often I have heard criticism of government departments abroad, in some places I believe this is justified, but nowhere in the United States or Canada does this apply in my opinion, more often their remark was – 'We are here to assist you and will do everything in our power to help you achieve results'.

To give you an example of the assistance I received, there was a meeting arranged for me with the Canadian National Railways. The outcome is, that although we are unable to build certain types of equipment they require, they have promised to delay an order worth $5 million until we have had the chance to tender for some of the equipment we can produce. Undoubtedly this is a very lucrative business, yet I am sure it is only the beginning of something larger because in Canada the United States lead the world in this field.

Letter to the Eastern Regional Office from Murfitt Bulk Transporters Ltd., Wisbech.

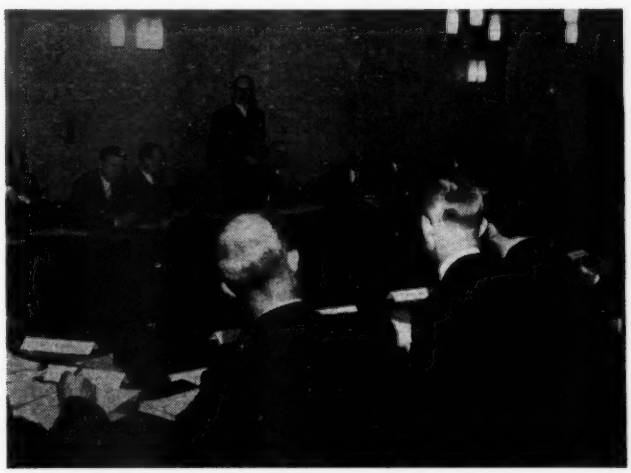
JAPAN

A short while ago you telephoned us asking for catalogues on oil heaters as requested by the British Consul in Nagoya.

As a result of their initiative two Japanese gentlemen visited us and placed a trial order for several thousand pounds worth of heaters and other products, and we expect considerably increased business to follow.

I should like to convey my gratitude to the Board of Trade staff in London, and to the Consul and people in Nagoya for their co-operation.

Letter to Export Services Branch from John Harper & Co. Ltd., Staffs.



Mr. Douglas Jay, President of the Board of Trade, addressing the conference of commercial diplomatic officers from countries in Western Europe (and from Greece, Turkey, Cyprus and Malta) held at the Board of Trade on February 1-3.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 375 of February 10 issue or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Middle East sales tour by battery executive

MR. K. NEWELL, Middle East sales and technical manager, Alkaline Batteries Ltd. has recently returned from a sales tour of the Middle East, during which agency appointments were reviewed in certain territories.

Textile machinery men visit India

MR. F. G. HAWKINGS, director of Stone-Platt Industries Ltd. with overall control of its textile machinery group, arrived in Bombay on February 1 for an eight-day visit to India. He was accompanied by Mr. D. W. Kent, chairman and managing director of Howard & Bullough Ltd., Stone-Platt's largest textile machinery unit.

The purpose of their visit was to discuss progress at National Machinery Manufacturers Ltd., the major Indian textile machinery company in which Stone-Platt is the biggest shareholder. Discussions were expected to cover the £1 million re-equipment programme announced for NMM on the occasion of Mr. Kent's visit a year ago against the backcloth of the present economic situation.

Round-the-world export trip

MR. G. B. BOYCE, chairman and joint managing director of Binks-Bullows Ltd., manufacturers of industrial finishing equipment, left England on January 26 for a three-month international business trip.

Mr. Boyce will be investigating further export possibilities for his company and may make some additional distributor appointments. He will be visiting Binks-Bullows Ltd. associate companies in India, Australia and Canada, and agents in Israel, Singapore and New Zealand, concluding his trip with a visit to the company's American associate, Binks Manufacturing Company of Chicago.

British industrialist chases world markets

A 55-DAY, 55,000-mile world tour is the programme for Mr. R. G. Hill, managing director of British Twin Disc Ltd., torque converter, transmission and heavy-duty axle suppliers. Mr. Hill, who began his tour on February 7, is to visit Italy, Kenya, India, Thailand, Hong Kong, the Philippines, Australia, New Zealand, the United States and Canada.

As well as locating new outlets for the company's products, which are used in materials handling equipment such as tractor shovels, lift trucks, cranes and logging vehicles, Mr. Hill is to inspect field operations in Australia where a new associate company, Twin Disc (Pacific) Pty. Ltd., was recently established in Sydney.

British Twin Disc consider that this type of sales operation has played a large part in the firm's increase in annual turnover since 1956 of 1,000 per cent and the current export-shipping of 60 per cent of output.

Shipbuilding export director visits Oslo

MR. L. STOPFORD HOLT, the export director of British Shipbuilding Exports responsible for the Scandinavian market, is making a 14-day visit to Oslo to continue market research activities on behalf of the British shipbuilding industry.

Mr. Holt, who arrived in Oslo on February 9, will see shipowners and shipbrokers for investigations in depth into Norway's future needs for new ships.

Norway is one of the United Kingdom's leading overseas customers for new tonnage, and Mr. Holt has paid a number of visits there, the most recent being early last December, when he went to important shipowning centres in the south of Norway.

Deputy chairman on world-wide export drive

MR. R. T. BARNFIELD, deputy chairman of Dennis Bros. Ltd., the Guildford based specialist vehicle manufacturers, is departing on a round-the-world tour lasting 3½ months. The territories to be covered include Iran, Afghanistan, Pakistan, Ceylon, Singapore, Malaysia, Hong Kong, Australia, New Zealand, Fiji, United States and Canada. In addition to breaking new ground, Mr. Barnfield will be visiting 29 existing distributors who between them cover the group's range of products: heavy commercial vehicles, fire appliances, municipal vehicles, motor-mowers and the Mercury range of industrial trucks, tractors, trailers and airfield equipment.

Gas turbine symposia in Australia

FLYING OUT from Scotland for a series of symposia on industrial gas turbine engines which will be attended by top engineers and executives in Australia's electric utility, petroleum, natural gas and petrochemical industries are Mr. G. R. Strachan, director and general manager of John Brown Engineering (Clydebank) Ltd., Mr. J. A. Turner, sales manager, and Mr. W. Connell, technical manager. The meetings are being organized by John Brown Engineering (Clydebank) Ltd. in collaboration with the General Electric Company of America, with whom they recently concluded a joint manufacturing agreement. They will be held in Brisbane, Sydney, Melbourne, Adelaide and Perth. Mr. Strachan, Mr. Turner and Mr. Connell, who will be flying out from London on February 24, will be accompanied by two senior executives from the Schenectady, New York, headquarters of the General Electric gas turbine division.

The prime purpose of these meetings is to introduce Australian engineers to a greater detailed knowledge of the increasingly varied uses being found by industry for the gas turbine engine. John Brown has been taking a detailed look at the country's potential and states that it is now convinced that Australia could be one of the world's biggest users of this type of equipment.

In order to provide a sales service for the Australian market, an agreement has been signed between John Brown Engineering (Clydebank) Ltd. and Australian General Electric Pty. Limited.

The 19th overseas operating company of Rank Xerox was inaugurated in Oslo on January 24. The photograph shows Mrs. East, wife of the Charge d'Affaires at the British Embassy, Oslo, cutting a tape around a Rank Xerox copying machine. On the right is Mr. K. Nielsen, general manager of Rank Xerox A.S. The ceremony was held at Najaden, a Maritime Museum on the outskirts of Oslo, in the presence of some three hundred guests, including Miss Margaret Joy Tibbets, the American Ambassador in Norway.

100,000 miles of travel for Clarkson export team

EXPORT SALES and marketing personnel from Clarkson (Engineers) Ltd., Nuneaton, plan to cover more than 100,000 miles of world travel in the first three months of 1967.

Clarkson marketing director Mr. K. Yarker is to visit Canada, the United States and South America in March.

Mr. K. Giles, export sales manager, will also be in the United States during March, after travelling via Australia and New Zealand. This followed a business tour of Germany, Holland and Belgium during January.

In Los Angeles he will meet up with export sales executive Mr. R. Freeman, who will be touring the United States with Clarkson American distributor salesmen from the DeVlieg Machine Company. In January Mr. Freeman was in Sweden. His American tour will carry on into April and the Engineering Conference and Tool Exhibition in Chicago.

At the same time, three other Clarkson export sales executives are adding to the mileage. Mr. L. Pegg was in Germany in January and moves on to South Africa in February; Mr. J. Harrison is just back from Austria, Switzerland and Italy; Mr. D. Fowler was in Portugal, Spain and France in January and leaves for the Philippines, Thailand, Malaya, Singapore, India and Pakistan shortly.

Clarkson export over 50 per cent of their production and have subsidiaries in seven overseas countries, plus distribution in 27. They achieved a 30 per cent increase in export sales in 1966.

Bowyers' directors on North American sales tour

MR. H. M. NEWTON-CLARE, chairman, and Mr. L. T. Welsford, sales director, of Bowyers (Wiltshire) Ltd., began a three-week tour of North America on February 5; as well as studying sales and marketing methods, they will be exploring export possibilities. Bowyers are adapting certain of their range of canned meat products for the North American market, and during the visit it is planned to investigate supermarket outlets for the company's products. A close study will also be made of North American labelling regulations and trends in packaging and marketing.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

To build Fiji hotel

Under a new package deal worth nearly £1 million, Cementation is to build a new hotel in Suva, Fiji Islands, for Travelodge Suva Ltd., a subsidiary of Motels of Australia Ltd. of Sydney. The contract includes all professional services, mechanical and electrical installations and complete furnishing and equipping ready to receive guests. Construction was due to commence on February 1, and the hotel will be open to guests 16 months later.

Crankshaft grinder for America

A crankshaft grinding machine, costing £75,000 and believed to be the largest in the world, has been ordered by an American firm from BSA-Churchill Machine Tools Ltd., a member of the Herbert Group. The machine, a Model G, is 86 ft. long, weighs 63 tons and can grind crankshafts weighing up to 20 tons.

£1 million contract with China

The Agricultural Division of Imperial Chemical Industries Ltd. has signed a contract with the People's Republic of China for about £1 million worth of nitrogenous fertilizer. This is the largest single contract so far made between Agricultural Division and China. Delivery begins in February and will run throughout 1967.

£37,000 Cyprus contract

A £37,000 contract to supply Cyprus with a new voice frequency telegraph system has been awarded to GEC (Telecommunications) Ltd. by the Cyprus Telecommunications Authority. The system, which will be part of the island's scheme to provide international telegraph circuits for its main centres, will link Nicosia, the capital, with Limassol, Famagusta, Larnaca, Kyrenia, Ktima and Morphou.

British fans for foreign aircraft

The Fan Division of Airscrew-Weyroc Ltd. has received orders for a total of 38 fans from three foreign manufacturers. Fokker, in Holland, have ordered 13 3.4 in. axial fans giving a duty of 120 cfm at 2.2 in. swg for cooling electronic equipment in their Friendship F.27 aircraft; the Hamburger Flugzeugbau Company, in Germany, want 15 3.5 in. axial type giving a duty of 150 cfm at 4 in. swg for ventilation in the HFB 320 Hansa airplane; and Nord Aviation, in France, have ordered 10 3.5 in. centrifugal, high efficiency backward aerofoil fans moving air at 115 cfm at 6 in. swg for ventilation in their Nord 262 models.

Cinema screens for Expo 67

Andrew Smith Harkness Ltd., a company within Rank Audio Visual Ltd., reports orders of about £50,000 for more than 400 cinema screens of varying sizes to be used at Expo 67 in Montreal.

Turkish polyester fibre plant order

Simon-Carves Ltd., a member company of Simon Engineering, has been awarded a contract by SASA of Adana, Turkey, for the supply of a complete polyester fibre plant using the ICI process. SASA is a newly-formed Turkish company which will specialize in the production of man-made fibres. The contract, which is worth about £1.7 million, involves the supply of materials and equipment for plant processes and the specialist supervision, by Simon-Carves personnel, of all stages of plant construction. Work is due to start in mid-1967 and the plant will be finished in 1968.

Electrolyzers for Russia

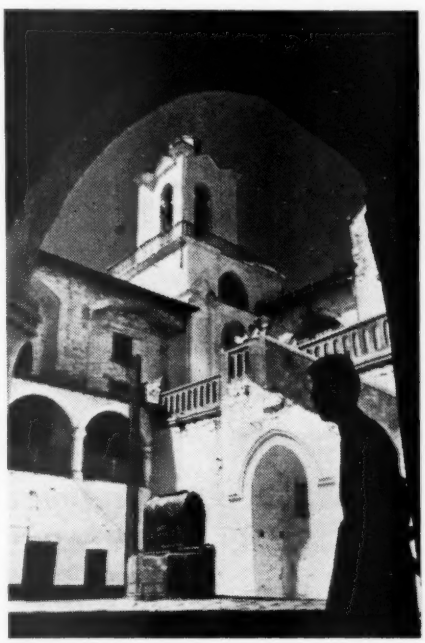
The Special Contracts Section of CJB (Projects) Ltd. has been awarded a sub-contract worth nearly £1 million for chemical plant for delivery to the USSR. The order covers 10 electrolyzer installations, to produce high purity hydrogen, and has been placed by A. Johnson & Co. (London) Ltd., the main contractors, who are supplying a considerable number of complete plants including edible oil refining equipment to the USSR for the manufacture of margarine, shortening and mayonnaise.

Scrap metal for Italy

Hughes Bolckow of Blyth, Northumberland, one of the MI Group's two shipbreaking subsidiaries, has won a contract for the export of 6,000 tons of scrap metal to steelworks in Italy. The initial shipment of 2,500 tons is now on its way; the remainder will follow shortly. The consignments are the biggest to be sent from Blyth since the 1930s.

Courtaulds work for USSR

Courtaulds' subsidiary, Prinex Ltd., have signed a £9.4 million contract with Techmashimport of Moscow under which Prinex will supply plant and machinery for a factory at Polotsk in Byelorussia to produce acrylic fibre. Much of the machinery for the Prinex contract will be designed and made by Courtaulds Engineering Ltd. in their workshops in Coventry and certain items will be supplied by other United Kingdom firms to Courtaulds' requirements and specifications. Deliveries will start in mid-1968.



The Greek Orthodox Kykko Monastery in the Troodos mountains of Cyprus, was recently painted in pastel shades of Pammastic emulsion by the monks themselves. Paints from the Blundell-Permoglaze export department are exported to 85 countries from Turkey to Thailand, Singapore to Saudi Arabia.

South Wales Switchgear orders

An order worth £37,000 has been placed by Trinidad and Tobago Electricity Commission with South Wales Switchgear Ltd. It covers 33 kV/12 kV 6 MVA transformers and a 6.6 kV ring main unit. The company also announce further export orders for their 11 kV pocket substations, which utilize reinforced glass-fibre housing, from the Government Electricity Department of Brunei. The latest order is a repeat of a similar order placed by the Brunei Government in June 1966, and is for 12 11 kV outdoor pocket substations, with transformers ratio 11,000/433 volts. South Wales Switchgear have in addition secured their first order for the Lebanon. It comes from Caltex Services Ltd. and is for a 5-panel single busbar air-insulated 100 MVA switchboard. The company consider that speed of delivery was a major factor in securing this order.

Russian contract for British medicines

A £100,000 contract to supply prescription medicines to the USSR has been successfully negotiated by The Winthrop Products Company, the exporting associate of The Bayer Products Company of Surbiton, Surrey. The contract includes an urgent £35,000 order for Negram, a recently discovered drug used in bladder and kidney infections, to meet Russia's initial requirements. More than 80 per cent of the production of Negram is now exported to 35 different countries.

Fans for Expo 67

Orders in excess of $70,000 have been received by the Canadian subsidiary company of Woods of Colchester Ltd. – Woods Fans (Canada) Ltd. – for fans for ventilating the Canadian International Trade Fair, Expo 67, at Montreal. Twenty-two of the buildings will be ventilated by Woods fans, 11 of them national pavilions. Other buildings include the Garden of Stars, restaurants, aquarium, auditoria and visitors' lounges.

Substations for Tanzania

South Wales Switchgear Ltd. have been instructed by the Tanganyika Electric Supply Company Ltd. to commence work on a contract for three major substations at Arusha, Nyumba ya Mungu and Kikuletwa in Tanzania. The work, which is associated with an irrigation dam project on the Pangani River, includes the supply of 66,000 V transformers and 33,000 V, 11,000 V and low-tension switchgear and ancillary apparatus. The contract will be worth more than £200,000. Balfour Beatty and Company Ltd. are consultants.

£60,000 cables orders

Recent orders for New Zealand totalling more than £60,000 have been received by Aberdare Cables Ltd. of Glamorgan. They mains cable and accessories, and have been placed by a number of customers including Auckland Electric Power Board, Marlborough Electricity Board, New Plymouth City Council and Tauranga City Council.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Temporary suspension of import duties in the Common Tariff

THE *Journal Officiel des Communautés Européennes* No. 246 dated December 31, 1966 contains the text of Decision No. 66/742 of December 22, 1966 suspending the Common Tariff for certain items for the period January 1, 1967 to December 31, 1967. The list is given below. The majority of items were similarly treated in 1966 but there are some changes.

Common Customs Tariff No.	Description of Goods	Rate of Duty
ex 12.07 K	Jaborandi leaves	Total suspension
14.02 B I	Vegetable hair	Total suspension
ex 27.07 G	Aromatic products intended for the manufacture of carbon blacks (a)	Total suspension
ex 27.14 C	Extracts obtained by the treatment of lubricating oils with selective solvents, intended for the manufacture of carbon blacks (a)	Total suspension
ex 28.52 B	Chlorides of rare earth metals	4%
ex 28.55 B	Iron phosphides (ferrophosphorus), containing 15% or more by weight of phosphorus, intended solely for the manufacture of phosphoric steel-making, pig iron or of steel	Total suspension
ex 29.01 C I	Pinenes	8%
ex 29.01 D VI	Methylstyrene	6%
ex 29.02 B	Hexachlorocyclopentadiene	Total suspension
ex 29.09	Epoxybutane	9%
ex 29.13 D I	3β-Hydroxypregn-5-en-20-one	6%
ex 29.13 D I	3β:17α-Dihydroxypregn-5-en-20-one	6%
ex 29.13 D I	11β:21-Dihydroxypregna-1:4:17(20)-trien-3-one	9%
ex 29.13 D I	11β:21-Dihydroxypregna-4:17(20)-dien-3-one	9%
ex 29.13 D I	3β-Hydroxyandrost-5-en-17-one	6%
ex 29.13 D I	3β-Hydroxy-16α-methylpregn-5-en-20-one	6%
ex 29.13 E	16α:17α-Epoxy-3β-hydroxy-16β-methyl-pregn-5-en-20-one	6%
ex 29.13 F	1:4-Naphthaquinone	Total suspension
ex 29.13 G III	2:3-Dichloro-1:4-naphthaquinone	8%
ex 29.13 G III	Decachloropentacyclo [5:2:1:$0^{2,6}$:$0^{3,9}$: $0^{5,8}$]decan-4-one	10%
ex 29.14 A II (c) 5	16:17-Epoxy-3β-hydroxypregn-5-en-one-acetate	6%
ex 29.14 A II (c) 5	17α:21-dihydroxy-16α-methylpregna-1:4:9(11)-triene-3:20:dione 21-acetate	9%
ex 29.14 A II (c) 5	11α:17α:21-Trihydroxy-16α-methyl-5α-pregnane 3:20-dione 21-acetate 11-toluene-*p*-sulphonate	9%
ex 29.14 A II (c) 5	16:17-Epoxy-3α-hydroxy-5β-pregnan-20-one acetate (16:17-Epoxypregnanolone acetate)	6%
ex 29.15 A IV (a)	Sebacic acid	3½%
ex 29.15 B	2*H*-3*H*-Hexachlorobicyclo[2:2:1 hept-5-ene-2:7-dicarboxylic acid and its anhydride	8%
ex 29.16 D	7-Oxabicyclo'2:2:1 heptane-2:3-dicarboxylic acid and its sodium salt	10%
ex 29.17	Diethyl sulphate	9%
ex 29.23 D IV	β-Alanine	8%
ex 29.29	Ethylpodophyllohydrazide	6%
ex 29.29	3β-Hydroxypregna-5:16-dien-20-one acetate oxime	6%
ex 29.31 B	Di(*disec*amylhydroxyphenyl (sulphide)	6%
ex 29.31 B	*S*-2:3-Dichloroallyl di*iso*propylthiocarbamate	10%
ex 29.31 B	*S*-2:3:3-Trichloroallyl di*iso*propylthiocarbamate	10%
ex 29.35 S	*OO*-Diethyl *O*-4-methyl-2-*iso*propyl-6-pyrimidyl phosphorothioate	10%
ex 29.35 S	2-Chloro-4-ethylamino-6-*iso*propylamino*sym*-triazine	10%
ex 29.35 S	2-Chloro-4:6-di(ethylamino)*sym*triazine	10%
ex 29.35 S	2-Chloro-4:6-di(*iso*propylamino)*sym*triazine	10%
ex 29.35 S	Paraquat-dichloride	10%
ex 29.35 S	Diquat-dibromide and -dichloride	10%
ex 29.35 S	1:4-Diazabicyclo[2:2:2'octane	8%
ex 29.35 S	Diosgenin and its esters	Total suspension
ex 29.35 S	4-Cyanopyridine	8%
29.41 A	Digitalins	6%
ex 29.41 D	Pure squill glucoside	6%
ex 29.41 D	Calcium salt of sennosides A and B	6%
ex 29.41 D	Podophyllotoxin benzylidene β-D-glucoside	6%
ex 29.42 C VIII	Alkaloids of ergot of rye, their salts, ethers, esters and other derivatives	6%
ex 29.44 D	Cephaloridine	4%
38.07	Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol):	
	A. Gum spirits of turpentine	3%
	B. Other	3%
38.08 A	Rosin (including the products known as 'brais resineux')	3½%
ex 38.08 C	Hydroabietyl alcohol, technical	Total suspension
ex 38.11 C	Pyrethrum extract in mineral oil solution	5%
ex 38.19 D	Sulphonic acids of oils of bituminous minerals, containing thiophen, and their salts	8%
ex 38.19 Q	Mixtures of aldehydes derived from lignin	Total suspension
ex 38.19 Q	Mixed trertiary mercaptans	Total suspension
ex 38.19 Q	Crude guanine (paste of fish scales and other fish waste, containing mineral oil, of the kind used in the manufacture of pearl essence)	Total suspension
ex 38.19 Q	Crude diosgenin	Total suspension
ex 39.02 C III	Polysulphohaloethylenes in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4%
ex 39.02 C VIII	Vinyl chloride-vinylidene chloride copolymers containing at least 80% by weight of vinylidene chloride in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39, intended for the manufacture of fibres, monofil or strip (a)	4%
ex 39.02 C XIV (a)	Vinylidene fluoride-hexafluoropropene copolymers in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4%
39.03 B V (a) (1)	Ethylcellulose (unplasticized)	4%
ex 39.03 B V (a) (2)	Ethylhydroxyethylcellulose insoluble in water	4%
ex 39.03 B V (a) (2)	Hydroxypropylmethylcellulose	12%
ex 44.28 B	Shingles for roofing or facing purposes, of coniferous wood	Total suspension
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork:	
	A. Natural cork, unworked, in slabs or parts of slabs, of a thickness of more than 30 mm.	3%
	B. Other	3%
ex 48.01 E II	Japan paper (special long-fibre paper) for the manufacture of artificial sausage casings or for wrapping continuous man-made fibres of the kind described in Note 1 (b) to Chapter 51, during industrial processing (a)	Total suspension
ex 51.01 B	Hollow filament yarn of man-made fibres of the kind described in Note 1 (b) to Chapter 51	Total suspension
62.03 B I (b)	Sacks and bags, of a kind used for the packing of goods, used, of woven fabrics other than of jute, flax or sisal	15%
70.19 A I (a)	Glass beads, cut and polished mechanically	Total suspension
70.19 A III (a)	Imitation precious and semi-precious stones cut and polished mechanically	Total suspension
81.04 M	Uranium depleted in uranium-235	Total suspension

(a) This suspension is subject to conditions to be determined by the competent authorities.

Application of common agricultural policy to glucose and lactose

THE *Journal Officiel des Communautés Européennes* No. 218, dated November 28, 1966, contains the text of a Regulation, No. 189/66/CEE, issued by the Council of the European Economic Communities relating to the extension to chemically pure glucose and lactose of the system established under the common organization of agricultural markets for the other types of glucose and lactose. The following is an unofficial translation of this regulation, the French text of which may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 479).

Food preservatives

THE *Board of Trade Journal* dated February 21, 1964, contained an unofficial translation of the text of a Directive issued by the Council of the European Economic Communities relating to the co-ordination of the regulations in force in member states governing the preservatives that may be used in foodstuffs.

Article 5(b) of this directive permitted member states to continue in force their own national regulations relating to surface treatment of citrus fruit by means of diphenyl, *o*-hydroxydiphenyl and sodium *o*-diphenylyloxide until December 31, 1965. This date was subsequently altered to December 31, 1966, and has now been extended to June 30, 1967, by Council Directive 66/722/CEE dated December 14, 1966.

REGULATION NO. 189/66/EEC OF THE COUNCIL

of November 24, 1966
on glucose and lactose

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY

having regard to the Treaty establishing the European Community and in particular Article 235,

having regard to the proposal of the Commission,

having regard to the opinion of the European Parliament (1),

whereas before the Council decision of December 12, 1964 (2), glucose and glucose syrup, and lactose and lactose syrup came, in the Customs tariff of the European Communities, under tariff heading 17.02, except chemically pure glucose and lactose appearing in heading 29.43;

whereas classification under two separate tariff headings has involved technical difficulties of application such that the Customs Co-operation Council has been led to recommend that these products be regrouped under the same tariff heading so that identical Customs treatment can be applied to them; whereas those difficulties are intensified in the Community owing to the fact that the glucose and lactose which up to now have come under heading 17.02 are listed in Annex II to the Treaty and subject to the levy system, whereas chemically pure glucose and lactose have remained under the system of customs duties of which the economic effect may be appreciably different;

whereas those difficulties are all the greater as the products in question are derived from the same basic products, whatever their degree of purity; whereas the criterion for Customs classification between chemically pure products and the others is the degree of purity of 99 per cent; whereas products with a slightly higher or slightly lower degree of purity may have the same economic use; whereas the application of different systems therefore involves especially marked distortions or competition owing to possible substitutions;

whereas the only solution to those difficulties consists in drawing the consequences of the Council decision of December 12, 1964, by subjecting those products to the same economic system, whatever their degree of purity or, in so far as that appears sufficient, by harmonizing the systems laid down for the two groups of products;

whereas the Treaty has not, in specific terms, provided for the necessary powers of action to that end; whereas under these circumstances the necessary measures should be taken on the basis of Article 235 of the Treaty; whereas the most appropriate measures consist in extending to chemically pure glucose and lactose the system established under the common organization of agricultural markets for the other types of glucose and lactose and to make possible, in step with amendments to the system established for the latter, amendments to the system applicable to the former products;

whereas the application to chemically pure glucose and lactose of the system of trade introduced respectively by Regulation No. 19 of the Council on the gradual establishment of a common organization of markets in the cereal sector (3) and by Regulation No. 13/64/CEE of the Council on the progressive establishment of a common organization of the markets in the milk and dairy products sector (4) renders inapplicable the possibility of levying, in pursuance of the Council decision of April 4, 1962 (5), a countervailing duty intended to offset price differences existing for raw materials,

HAS ADOPTED THE PRESENT REGULATION:

Article 1

1. The system established for glucose and glucose syrup by Regulation No. 19 and by the provisions adopted in implementation of that regulation shall be extended to glucose and glucose syrup containing by weight in the dry state 99 per cent or more of the pure product, which, up to December 31, 1964, came under sub-heading 29.43 A and from now on appear in sub-heading 17.02 BI of the Common Customs Tariff.

2. The system established for lactose and lactose syrup by Regulation No. 13/64/CEE and by the provisions adopted in implementation of that Regulation shall be extended to lactose and lactose syrup containing by weight, in the dry state, 99 per cent or more of the pure product, which, up to December 31, 1964, came under sub-heading 29.43 B and from now on appear in sub-heading 17.02 AI of the Common Customs Tariff.

Article 2

Where the system established for glucose and glucose syrup or for lactose and lactose syrup is amended in pursuance of Article 43 of the Treaty or according to procedures established in implementation of that Article, the amendments shall be extended respectively to glucose and glucose syrup or to lactose and lactose syrup containing by weight, in the dry state, 99 per cent or more of the pure product unless, according to the same procedure, other measures are taken enabling the system covering those products to be harmonized with that established for the above-mentioned products.

Article 3

In the decision of the Council of April 4, 1962, listing the goods to which the Council decision of April 4, 1962, providing for a countervailing duty to be levied on certain goods resulting from the processing of agricultural products (6) may be applied, Article 1 shall be amended by the abolition of sub-headings 29.43 A glucose and 29.43 B lactose.

Article 4

The present regulation shall enter into force on January 1, 1967.

The present regulation shall be binding in all its parts and directly enforceable in each Member State.

Done at Brussels on November 24, 1966

By the Council,
The President,
B. W. BIESHEUVEL.

(1) *Journal Officiel* No. 96 of June 2, 1965.
(2) *Journal Officiel* No. 220 of December 31, 1964. (See *Board of Trade Journals* dated January 22 and April 16, 1965).
(3) *Journal Officiel* No. 30 of April 20, 1962.
(4) *Journal Officiel* No. 34 of February 27, 1964.
(5) *Journal Officiel* No. 30 of April 20, 1962.
(6) *Journal Officiel* No. 30 of April 20, 1962.

ITALY

Prohibition of imports of cattle and pigs from Britain

OWING to the incidence of foot and mouth disease in Britain, the Italian Ministry of Health in a decree dated January 18, 1967 has prohibited the import of live cattle and pigs, and of frozen and chilled beef, veal and pigmeat, from the counties of Hampshire, Dorset, Wiltshire, Berkshire, Surrey and West Sussex.

No notice is given of the period during which this prohibition will be in force.

GREECE

Colouring of plastics food containers

THE BRITISH EMBASSY in Athens has reported that the Supreme Chemical Council of the Greek General State Laboratory have issued a decision, to be applied with effect from April 1, 1967, whereby exporters to Greece of plastic utensils of all kinds (containers, bags, etc.) for food and beverages, that use colouring material in manufacture, must obtain approval from the Supreme Chemical Council. Application should be accompanied by:

(1) Samples of the plastic material used.
(2) Samples of the colouring matter.
(3) Detailed up-to-date literature and legislation of the foreign country in which packing in plastic containers, coloured with the substance for which approval is requested, is permitted.

SPAIN

Suspension of customs duties

IN THE *State Gazette* of February 4, the Spanish authorities announced the extension of the Import duty suspension on Soya Beans (Tariff heading 12.01 B 3) until April 30, 1967.

Global quotas for 1967

IN THE *State Gazette* of January 26, the Spanish authorities published details of global quotas for the year 1967. The complete list is reproduced below:

(168 pesetas = £1)

Quota No.	Goods	Tariff Heading	Annual value Pesetas	Method of calling
1	Hops	12.06	29,040,000	Yearly
2	Meat preserves	16.01, Ex 16.02	24,000,000	Yearly
3	Fruit preserves	20.03, 20.04, Ex 20.05, Ex 20.06, 20.07 B	24,000,000	Yearly
4	Preserves for children	Ex 16.02, Ex 20.05, Ex 21.07 B	6,500,000	Yearly
5	Miscellaneous food products	19.04, Ex 21.07 B	5,000,000	Yearly
6	Soups and soup preparations	21.05	10,000,000	Yearly
7	Beer	22.03	11,000,000	Open permanently
8	Fish meal	23.01 B	174,000,000	Open permanently
9	Coking coal	Ex 27.01 A	158,400,000	Open permanently
10	Anthracite	27.01 B	19,600,000	Open permanently
11	Inorganic chemical products	15.10 B, 28.02, 28.14 A 1, 28.15 B, 28.41 B 3, Ex 28.46 B	43,200,000	Six-monthly
12	Organic chemical products	17.02 A 1, 17.02 B 1, Ex 29.25 H, 29.42 A, 29.42 C, 29.44 A, 29.44 B	35,000,000	Six-monthly
13	Pharmaceutical specialties	Ex 30.02 A 2, Ex 30.02 B 2, Ex 30.03 A 2, Ex 30.03 B 2	91,920,000	Open permanently
14	Varnishes, inks, pigments and similar preparations	32.09 A, Ex 32.09 D	30,000,000	Three-monthly
15	Perfumery, toilet and cosmetic preparations	33.06	18,000,000	Three-monthly
16	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.02 B, 34.03 B, Ex 35.05, Ex 38.07, Ex 38.08, 38.19 F, Ex 38.19 G	103,680,000	Six-monthly
17	Phenoplast and furane resins	39.01 A	40,000,000	Six-monthly
18	Aminoplasts	39.01 B	26,640,000	Six-monthly
19	Other condensation, polycondensation and polyaddition products	39.01 C, Ex 39.01 G	24,000,000	Six-monthly
20	Styrene and derivatives, polymerization products	39.02 C	9,240,000	Six-monthly
21	Polyvinyl chloride	39.02 E	26,400,000	Six-monthly
22	Other polymerization and copolymerization products	Ex 39.02 A, 39.02 G 2, 39.02 L, 39.02 M, Ex 39.03 A	48,000,000	Six-monthly
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07 B	38.016.000	Three-monthly
24	Non-liberalized wood manufactures	44.15, 44.16, 44.18, 48.09	12,000,000	Six-monthly
26	Miscellaneous textile fibres	50.02, 50.03, Ex 57.03 A, 57.03 B, 57.03 C, 57.04 A 1, 57.04 B 2 a, 57.04 C	10,000,000	Six-monthly
27	Yarns of miscellaneous textile fibres	50.04, 50.05, 50.06, 50.07, 50.08, 55.05, 55.06, 57.06, 57.07 C	15,000,000	Six-monthly
28	Coconut yarns	57.07 C	39,600,000	Six-monthly
29	Fabrics of miscellaneous textile fibres	50.09, 50.10, 55.07, 55.08, 55.09, 57.10, Ex 57.11	69,600,000	Six-monthly
30	Tulle, lace, velvet and knitted goods	58.04 E, 58.08, 58.09, 60.01 C	15,840,000	Six-monthly
31	Special fabrics	59.07, 59.08, Ex 59.11, Ex 59.13, Ex 60.06 A	14,400,000	Six-monthly
32	Carpets and rugs	58.01, 58.02, 58.03	6,600,000	Six-monthly
33	Ready-made clothing	Ex 60.02, Ex 60.03 A 2, Ex 60.03 B 2, Ex 60.03 C, 60.04 C, 60.05 C, 61.01 A, Ex 61.01 D-E, 61.02 A, Ex 61.02 D-E, Ex 61.03 A, Ex 61.03 C, 61.04 A, Ex 61.04 D, 61.05, 61.07, 61.09, Ex 61.10 A, Ex 61.10 C, Ex 61.11, Ex 62.01 B, Ex 62.02, Ex 62.04	18,000,000	Six-monthly
34	Other textile manufactures	58.05 D, Ex 58.06, Ex 58.07, 59.01, Ex 59.02 C, Ex 59.04, Ex 59.05 C, Ex 59.06, Ex 59.12, Ex 59.14, Ex 59.15, Ex 60.06 B, 62.03	11,000,000	Six-monthly
35	Articles of glass and porcelain	69.11 B, 69.12 B, 69.13, Ex 70.13 B 1	25,000,000	Six-monthly
36	Imitation jewellery	71.12 B 2, 71.16	7,500,000	Six-monthly
37	Containers of iron or steel	Ex 73.23	18,000,000	Six-monthly
39	Stoves, heating apparatus, cookers (including those also connected to central heating), cooking rings, boilers, plate heaters and other similar non-electric kitchen apparatus; parts of cast iron, iron or steel	73.36	10,000,000	Six-monthly
41	Other manufactures of cast iron or steel	Ex 73.40 C	20,000,000	Six-monthly
42	Copper manufactures	74.19 D, 74.19 E	9,000,000	Six-monthly
43	Aluminium manufactures	Ex 76.15, 76.16 B	10,000,000	Six-monthly
44	Hand tools for industry	Ex 82.03, 82.04	50,000,000	Six-monthly
45	Saws and blades	Ex 82.02, Ex 82.06	25,000,000	Six-monthly
46	Cutlery and table sets of iron or steel	82.09, 82.10, Ex 82.11, 82.14	18,000,000	Six-monthly
48	Marine engines (not liberalized) and parts	84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, Ex 84.06 D 2	40,150,000	Six-monthly
49	Other motors (not liberalized) and parts	84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, Ex 84.06 D 2	159,500,000	Six-monthly
50	Motor pumps and motor compressors (not liberalized)	Ex 84.10 F 2, Ex 84.11 D 2	36,300,000	Six-monthly
51	Refrigerators up to 250 litres	Ex 84.15 A	125,000,000 (25,000 units)	Six-monthly
52	Dumpers	87.02 B 2	181,500,000	Six-monthly
53	Television and radio receivers	85.15 A	27,500,000	Six-monthly
54	Radio transmitters and transmitter-receivers	85.15 B	60,500,000	Six-monthly
55	Non-liberalized parts for the manufacture of electric apparatus and carbons for cinematography	Ex 85.15 E, Ex 85.24	72,600,000	Open permanently
56	Tractors	87.01 A, 87.01 B 2	352,000,000 (2,928 units)	Six-monthly
57	Parts for the manufacture of tractors	Ex 87.06	80,000,000	Open permanently
58	Buses, fire-engines and parts for the manufacture of commercial vehicles	Ex 87.02 A 2, Ex 87.03 B, Ex 87.03 C, Ex 87.04 B, Ex 87.05, Ex 87.06	220,000,000	Six-monthly (excepting for parts for manufacture - Open permanently)
59	Parts and accessories for the manufacture of motor cars	Ex 87.04 A, Ex 87.05, Ex 87.06	132,000,000	Open permanently
60	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11 C, 92.11 D, 92.11 F	18,800,000	Six-monthly
61	Sound recordings (not liberalized) and parts and accessories for apparatus under Heading 92.11	92.12 B 2, Ex 92.13	24,200,000	Open permanently
62	Toys, games and articles for recreation	97.01, 97.02, 97.03, 97.04, 97.05, 97.08	27,500,000	Yearly
63	Capital equipment for new investment projects	Sections XVI and XVII	7,000,000,000	Open permanently

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Home Tax Compensation Levy

IN THE *State Gazette* of January 31, the Spanish authorities announced the following amendments in the Home Tax Compensation Levy:

Tariff Heading	Description	Home Tax Compensation Levy
25.24	Asbestos	4%
26.01 A	Iron ore	4%
26.03 A	Ash and residues containing lead	2·5%
29.04 A 2	Isopropyl alcohol	12%
40.02 B 1	Synthetic rubbers based on polybutadene or polybutadene styrene	12%
2	Other synthetic rubbers	7%
68.12	Articles of asbestos-cement of cellulose fibre-cement or the like	9%
68.13	Fabricated asbestos and articles thereof, reinforced or not, other than goods falling within heading 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures	9%
68.14	Friction material of a kind suitable for brakes, clutches or the like, with a basis of asbestos, other mineral substances or of cellulose, whether or not combined with textile or other materials	9%
71.05 A	Unwrought silver	5%
B	Slabs, plates, sheets and discs of silver	6%
C	Other silver	6%
71.06	Rolled silver, unworked or semi-manufactured	5%
71.12 A 2	Articles of jewellery, of solid gold, silver or platinum not incorporating precious stones or real pearls	6·5%
B	Other articles of jewellery	9·5%
71.13 A	Table knives, forks and spoons:	
1	Of gold, silver or platinum	7%
2	Of gold, silver or platinum alloys	10%
3	Of rolled gold, silver or platinum	10%
B	Other articles of goldsmiths' and silversmiths' wares and parts thereof:	
1	Of gold, silver or platinum	7%
2	Of gold, silver or platinum alloys	10%
3	Of rolled gold, silver or platinum	10%
71.14	Other articles of precious metal or rolled precious metal	7%
78.01	Unwrought lead, lead waste and scrap	6%
78.02	Wrought bars, rods, angles, shapes and sections of lead; lead wire	7·5%
78.03	Wrought plates, sheets and strips of lead	7·5%
78.04	Lead foil of a weight not exceeding 1,700 grammes per square metre; lead powders and flakes	7·5%
78.05	Tubes and pipes and blanks therefor, of lead, hollow bars, and tube and pipe fittings of lead	7·5%
78.06	Other articles of lead	6%

SWEDEN

Import duties

THE Swedish Government have announced the following amendments to the Customs Tariff as from January 1, 1967:

Customs tariff No.	Commodity	Old tariff	New tariff rate from January 1, 1967
22.08	Alcohol (ethanol, irrespective of alcohol content):		
	A. Intended for use exclusively for chemical processing	12%	Free
	B. Other	12%	12%
51.01	Yarn of endless synthetic or artificial textile fibres not put up in retail packaging:		
	B. Of artificial textile fibres:		
	(1) Intended exclusively for the manufacture of fabrics classifiable under No. 51.04.B.2.a	20%	7%
	(2) Other.	20%	20%
51.04	Fabrics of endless synthetic or artificial textile fibres, including fabrics of single fibre thread or strips classifiable under Nos. 51.01 or 51.02:		
	B. Of artificial textile materials:		
	(1) Cord fabrics	20%	20%
	(2) Other kinds, with a weight per sq. m. of:		
	(a) 500 gr. or more	20%	7%
	(b) Less than 500 gr.	20%	20%

FRANCE

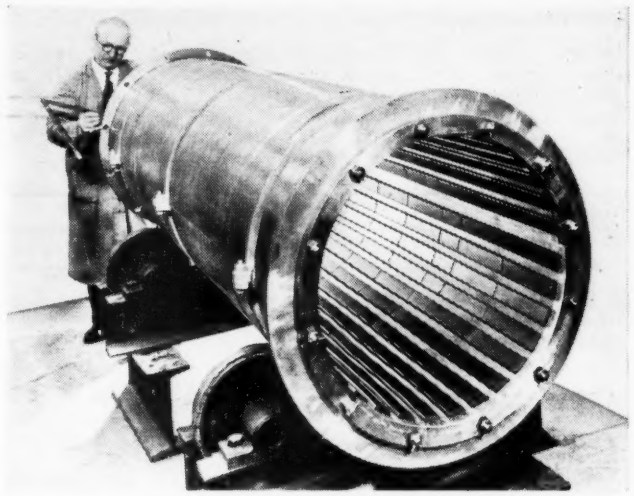
Import regulations for quick-frozen products

THE FRENCH *Journal Officiel* of February 4 published amendments to the Decree of September 9, 1964 relating to the production, transport, storage, packing and marking of alimentary products described as quick-frozen.

The amendments state that in future goods must bear on the outer wrapping or container the date on which they were quick-frozen. This date must be marked in indelible ink and can be in conventional code, but all symbols should be marked without spacing and start with the year of the process. The service de la repression des fraudes must be advised if coded dates are used.

The provisions of the Decree will come into force on May 4, 1967.

The full French text of the notice may be seen at the Export Services Branch, Board of Trade, Hillgate House, Room E13, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).



BTR Industries Ltd. is to supply a complete set of six stern-tube bearings at a cost of £25,000 for a new 15,000-ton, polar-type Russian ice-breaker. These segmental-type, Cutless bearings – 8 ft. long with a 2 ft. diameter (one is shown above) – are to be fitted to the inner and outer tubes of the triple-screw breaker.

IRISH REPUBLIC

Duty-free entry for lawn mowers

THE Irish Republic Revenue Commissioners have announced that lawn mowers classified at Tariff Heading No. 84.25(C), i.e. lawn mowers, other than motor-mowers and gang-mowers, may be imported from the United Kingdom or Northern Ireland without payment of duty. A duty of 8 per cent *ad valorem* will be charged on these goods from other countries.

LEBANON

Import regulations of 'pin marin' fruit packing boxes

THE LEBANESE regulations authorizing the importation of ready-made boxes made of dry industrial 'pin marin' (*Board of Trade Journal*, July 1, 1966), which were to remain in force until the end of 1966, have now been extended to remain in force until the end of 1967.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

KENYA

Import licensing regulations

LEGAL NOTICE No. 35, published in the Kenya *Official Gazette* dated February 3, announces with effect from January 31 the

KENYA, *continued*

Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 2) Order, 1967, which amends the Imports, Exports and Essential Supply (Imports) Order, 1964. The First Schedule to the latter order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended by the addition of the following item:

Item	Description
729 1 2	Cells, dry, for torches, transistor radios, etc.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R124 to R126, published in the Republic of South Africa *Government Gazette* of February 3, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
R.125				
93.07 By the substitution for subheadings Nos. 93.07.30 and 93.07.40 of the following:				
93.07.30 Cartridges of ·22 in. calibre, rimfire type (excluding blanks) . .	No.	35%		
93.07.31 Rivet gun cartridges of ·22/·25 in. calibre, rimfire type . .	lb.	35%		
93.07.32 Shotgun cartridges .	lb.	30%		
93.07.40 Cartridge cases and other parts of ·22 in. calibre cartridges and ·22/·25 in calibre rivet gun cartridges, rimfire type .	lb.	35%		
93.07.41 Cartridge cases, wads and other parts of shotgun cartridges (excluding lead shot) . . .	lb.	30%		
93.07.42 Other cartridge cases, wads and other parts of ammunition . .	lb.	20%		
By the substitution for subheading No. 93.07.99 of the following:				
93.07.99 Lead shot prepared for ammunition . .	lb.	30%		
R.126				
87.06 By the substitution for subheading No. 87.06.85 of the following:				
87.06.85 Track link assemblies (with or without shoes) identifiable for use solely or principally with tracklaying tractors; parts thereof:				
·10 Track link assemblies, with or without shoes .	lb.	20%		
·20 Track pins and bushes thereof .	lb.	20%		
·90 Other . . .	lb.	Free		
R.124				
98.01 By the substitution for subheadings Nos. 98.01.80, 98.01.85 and 98.01.90 of the following:				
98.01.80 Buttons of other kinds, put up on cards, with a ligne size:				
·10 Not exceeding 22 .	Gross	60c per gross or 5c per card or 25%		
·20 From 23 to 36 inclusive . . .	Gross	120c per gross or 5c per card or 25%		
·30 Exceeding 36 .	Gross	240c per gross or 5c per card or 25%		
98.01.85 Buttons of other kinds, put up on supports other than cards, with a ligne size:				
·10 Not exceeding 22 .	Gross	60c per gross or 25%		
·20 From 23 to 36 inclusive . .	Gross	120c per gross or 25%		
·30 Exceeding 36 .	Gross	240c per gross or 25%		
98.01.90 Other buttons, not put up on supports and button blanks, with a ligne size:	–			
·10 From 8 to 20 inclusive . .	Gross	1c per ligne per gross or 25%		
·20 From 21 to 28 inclusive . .	Gross	1½c per ligne per gross or 25%		
·30 From 29 to 38 inclusive . .	Gross	2c per ligne per gross or 25%		
·40 From 39 to 50 inclusive . .	Gross	2½c per ligne per gross or 25%		
·50 Exceeding 50 .	Gross	3c per ligne per gross or 25%		

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and at 3 Rue du Marché, Geneva
Telephone: 022/25.43.55. Telex: 22.038

ARAB BANK A.G.
15 Grosse Gallustrasse, FRANKFURT/MAIN
Telephone: 20306. Telex: 414249.

GHANA

Exchange control

THE GHANA *Commercial and Industrial Bulletin* dated January 27 published the following announcement by the Exchange Controller of the Bank of Ghana:

'Importation of foreign currency by travellers into Ghana

Travellers into Ghana are reminded that they are required to comply fully with the following Exchange Control Regulations

British Insulated Callender's Construction Company Limited supplied this 200-foot-span Callender-Hamilton railway bridge to the Crown Agents for use by the Sierra Leone Railways over the River Ribbi. This steel unit construction bridge was fabricated and galvanized by Painter Brothers, of Hereford, another BICC Group Company. Consulting engineers were Messrs. Coode & Partners, and the main contractors were Taylor Woodrow of Sierra Leone Ltd.

dealing with the importation of currency into Ghana:

1. All travellers, both Ghanaians and non-Ghanaians, are obliged under the Exchange Control Act, 1961, to declare the full amount of foreign and local currency in their possession when entering Ghana. Such a declaration must be made on Exchange Control Form T5. Forms T5 are normally distributed to the traveller on board the aircraft or ship, or else they may be obtained at the port or place of entry. The duly completed form should be submitted to the Customs authorities or to the Bank of Ghana at the point of entry for certification, after which the original copy will be returned to the traveller and the duplicate retained by the Exchange Control authority. The traveller is advised to take care of the original copy of the T5 Form: this must be surrendered to the Customs authorities or the Exchange Control at the port or place of departure from Ghana.

2. Travellers may bring into Ghana any amount of foreign currencies except those prohibited by the issuing country. In this connection, travellers are reminded that the ban previously put on the importation of French West African Francs was lifted during 1966 and can now be imported into the country, but must be declared at the point or border of entry into Ghana.

3. Travellers are obliged to exchange their foreign currencies into local currency ONLY with authorized dealers; namely, any bank in Ghana. Residents of Ghana must also exchange their foreign currencies with a bank within a month of their arrival.

4. Non-residents of Ghana are permitted to take out of the country any un-used, imported foreign exchange when leaving the country provided that its importation was declared on a T5 Form upon entry into Ghana as aforementioned. Any unused local currency in their possession may also be exchanged into foreign currency provided the Form T5 shows that it was obtained during their stay in Ghana and from an authorized dealer in exchange for foreign currency.

5. The importation of CEDIS is subject to regulation, and is not allowed except that amounts which have previously been permitted to be taken out of the country and duly recorded as such in the traveller's passport or travel document may be brought back into Ghana. Any such re-importation must be declared. Subject to this rule, travellers are permitted to export up to a maximum of C24.00 (Twenty-four cedis) at any one time. This amount will only be accepted on Ghanaian ships and aircraft.

6. It is also announced for general information that all visitors from overseas are expected to purchase their *return* tickets in foreign currency. The Exchange Control Authority will in future not approve T3 Forms for the purchase of a ticket in Ghana for a non-resident.'

Note:

At the time of this notice being issued, i.e. January 27, the Cedi is equivalent to 8s. 4d. However, on February 23, the value of the Cedi is to be altered to 10s.

The symbol C should be read as ₵ for Cedi.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226).

SIERRA LEONE

Import licensing amendment

IN A NOTICE published in the *Board of Trade Journal* dated February 10 (page 391) details were given of a list of additional items for Sierra Leone for which specific import licences are required. It is regretted that item 899-320 was incorrect. This should read as follows:

Customs Classification	Item
899-320	Matches (excluding Bengal matches).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 26), published as Rhodesia Notice No. 81 of February 3, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
FIRST SCHEDULE				
(a) by the repeal of the following items:				
Ex 162 (3) Calcined dolomite, unslaked, containing not less than 1·5% of ferric oxide expressed as Fe_2O_3 . . *ad val.*	10%	5%	Free	Free
Ex 320 (2) Goggles fitted with headbands, excluding goggles fitted with temples or side arms . . . . . *ad val.*	10%	Free	Free	Free
(b) by the insertion, under the appropriate headings, of the following items:				
Ex 162 (3) Calcined dolomite, unslaked, containing not less than 1·5% of total iron expressed as Fe_2O_3 . . . *ad val.*	10%	5%	Free	Free
Ex 172 (c) Porcelain balls, of a type suitable for use as grinding media in milling or grinding machines . . *ad val.*	25%	10%	Free	Free
Ex 320 (2) Spectacles and goggles, when certified by the Chief Inspector of Factories to be of a type designed for protecting the eyes of industrial workers . *ad val.*	10%	Free	Free	Free
Ex 331 (2) Flint pebbles, of a type suitable for use as grinding media in milling or grinding machines. . . . . *ad val.*	7½%	Free	Free	Free

PHILIPPINES

Processing and certification of Consular invoices

AGREEMENT BETWEEN Her Majesty's Government and the Government of the Republic of the Philippines has been reached on the subject of Philippine Foreign Service Circular No. 144/66 as outlined in Philippine Embassy Circular No. 1/67, issued by the Philippine Consul-General in London.

Regulations made by the Government of the Republic of the

PHILIPPINES, *continued*

Philippines prohibit the importation into that country of any goods unless an officially stamped copy of the supplier's export declaration made for official purposes in the country of export is produced.

To assist United Kingdom exporters to meet this regulation, Her Majesty's Customs and Excise have agreed that, for the present, exporters or their agents, irrespective of the form of export document actually lodged for customs purposes in connection with the exportation of the particular goods concerned, may additionally present at the port or airport of shipment a form, XS.29, for official stamping free of charge.

Forms for stamping under these arrangements must show all the particulars required by the titling and be boldly marked in red 'COPY NOT FOR UNITED KINGDOM STATISTICAL PURPOSES' before being presented at the Customs House at the port or airport of shipment.

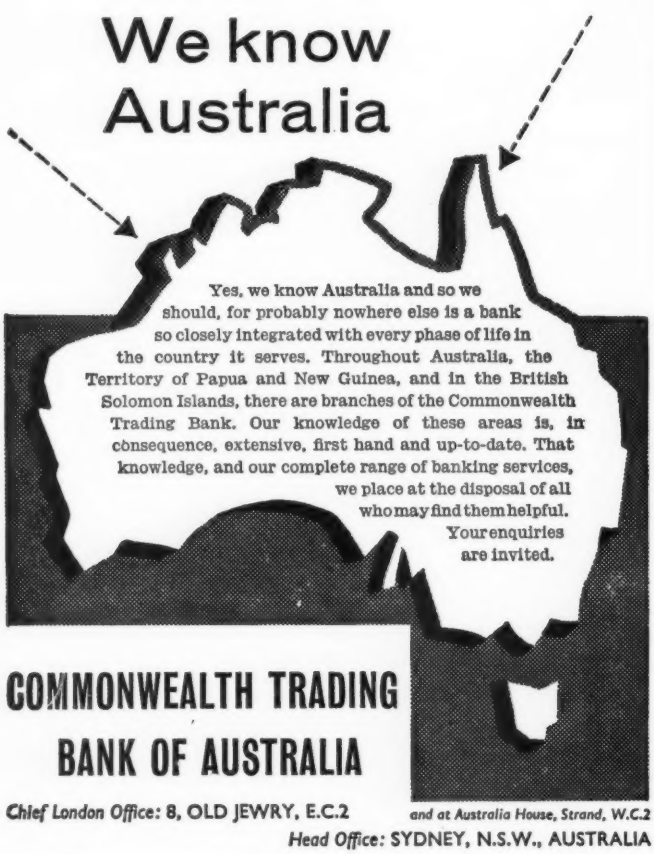
Commercial invoice

Attestation by Chambers of Commerce is the usual attestation of the exporter's signature. It will no longer be necessary to include a statement on the invoice to the effect that the information contained therein, etc., is correct. (This has been superseded by the agreement to supply a copy of Form XS.29.)

Bill of lading

Under this requirement exporters should attach to the Consular Invoice a copy of the bill of lading which is identical in form, content and signature and other details with a negotiable bill of lading, but which has been previously stamped by the exporters with the words 'For Consular Purposes Only'. In addition a non-negotiable bill of lading should be attached for retention by the Philippine Consul.

Inquiries arising out of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2253 or 2747).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Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.
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A display of turbine blades developed for large high-speed machines up to 660MW at English Electric's Rugby Works, where four Australian State Ministers also saw a 350MW unit being prepared for delivery to Munmorah, New South Wales. Left to right are: Mr. J. Wallis, works manager; Mr. R. Hutchinson, Western Australian Minister of Works and Water Supply; Mr. G. W. W. Chalk, Deputy Premier; Mr. J. Souter, general manager, Steam Turbine Division.

AUSTRALIA

Tariff Board inquiry

THE Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether (i) **pneumatic tyres for motor vehicles and utilities** (tariff item 40.11.900), (ii) **baler twine** (tariff item 59.04.930) and (iii) **bed sheets, pillow and bolster cases including sets** (tariff item 62.02.200) **and fabrics of a kind suitable for use in the same** (tariff items 55.09.321 and 55.09.329) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than March 6.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting respectively reference Nos. (i) CRE 1986/66, (ii) CRE 441/67 and (iii) CRE 442/67.

MALAYSIA

States of Malaya, Sabah and Sarawak

THE MALAYSIAN *Government Gazette* dated January 26, 1967, announces that the schedules to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966; the Customs (Prohibitions of Imports) (Sarawak) (No. 2) Order, 1965, and the Customs (Prohibition of Imports) (Sabah) (No. 2) Order, 1965, are amended by adding thereto the following new item. This means that the goods

specified in the first and second columns and originating from the country shown in the third column are prohibited except and by virtue of a specific import licence:

1	2	3
629 115	Other covers for pneumatic tyres, not elsewhere specified . .	All countries.

SINGAPORE

Import restrictions

THE BOARD OF TRADE have received Notice to Singapore Importers No. 7 of 1967, which states that with effect from January 30, 1967, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

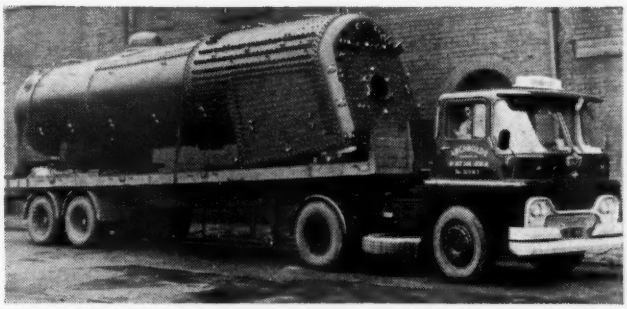
(a) Canned meats.
(b) Children's tricycles.
(c) Perambulators.
(d) Suitcases and bags made of canvas.
(e) Toilet tissue paper made in rolls.
(f) Articles (other than tools) of a kind commonly used for domestic purposes and parts thereof, made of iron and steel enamelled.
(g) Articles (other than tools) of a kind commonly used for domestic purposes and parts thereof, made of aluminium.
(h) Iron or steel netting, fencing.

A Notification published as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Import Licences will be issued for normal and reasonable quantities relating to an applicant's imports during the year 1966.

Applications for import licences must be supported by documentary evidence of imports for 1966.

Goods already afloat or for which irrevocable Letters of Credit were established before January 30, 1967, will be permitted import.



Shown leaving the works of the Hunslet Engine Company Limited, Leeds – one of the Hunslet Group of Companies – is one of four large replacement boilers ordered by Sudan Railways for their 500 Class oil-fired 4-8-2 tender locomotives. The Hunslet Engine Company Limited recently supplied Sudan Railways with smaller replacement boilers for 220 Class oil-fired 4-6-2 tender locomotives.

Import control

THE BOARD OF TRADE has received Notice to Singapore Importers No. 8 which states that with effect from February 6, 1967, goods imported from countries neighbouring South Africa and Rhodesia, i.e. Botswana, Lesotho, Swaziland, Mozambique, Zambia, etc., must henceforth be accompanied by Certificates of Origin issued preferably by government bodies of the respective country of export. This requirement is necessary so as to ensure that goods of South African or Rhodesian origin are not imported into Singapore through the above mentioned countries.

AUSTRALIA

INFORMATION UNLIMITED

To any company, firm or individual interested in Australia we can be of invaluable help. We can supply trade introductions, reports on the Australian economy and information on possible locations for industries, or arrange services for portfolio investors and intending emigrants.
The publications listed on the right are all freely available.

'Australia—A Guide for New Companies'
'Australia—A Guide for Newcomers'
'Australia—A Guide for Portfolio Investors'
'How to Transfer Money to Australia'
'Housing in Australia'
'Climate in Australia'
'Monthly Wool Letter'
and Guide Maps of principal cities illustrating points of interest.

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UNITED STATES

Control of air pollution from motor vehicles

A NOTICE in the *Board of Trade Journal* for April 15, 1966 announced regulations by the United States Department of Health, Education and Welfare providing for the control of air pollution from motor vehicles beginning with the 1968 model year.

It is now proposed to amend the regulations by establishing standards for fuel evaporative emissions from fuel systems of gasoline powered new motor vehicles and new motor vehicle engines beginning with the 1969 model year.

Interested persons may submit written data, views, or arguments (in quadruplicate) in regard to the proposed regulations to the Secretary of Health, Education and Welfare, Washington, DC 20201. All relevant material received not later than April 5, 1967 will be considered.

Inquiries concerning the proposed amendments may be addressed to Commercial Relations and Exports Department (United States Section) Board of Trade, 1 Victoria Street, London, S.W.1. (Abbey 7877, Ext. 3365).

One of the most unusual exports from Britain are street name plates made by Burnham & Co. (ONYX) Ltd. These name plates, of famous London streets, have already been exported to the United States and are now available for the British market. In America, it is reported, the plates are being used in clothing shops – particularly those boutiques which sell British goods – but a number are being used for home decoration also.

Import of washed (scoured) cashmere from the UK

THE UNITED STATES Foreign Assets Control impose certain restrictions on imports for the purpose of preventing the sale to the United States, directly or indirectly, of products of the People's Republic of China, North Korea and North Vietnam. The import into the United States of a number of goods is prohibited unless they come from a country for which a specific exemption has been granted or are covered by a certificate of origin.

Agreement has now been reached on a procedure under which HM Customs and Excise may issue certificates of origin for washed (scoured) cashmere. Exporters wishing to export such cashmere to the United States should apply to HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, for information about the procedure necessary for certification. All other inquiries about Foreign Assets Control Regulations should be addressed to Commercial Relations and Exports Department (United States), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

CANADA

Customs tariff changes

THE CANADIAN GOVERNMENT have issued Order-in-Council PC 1967-177 dated February 2 making certain changes in the Canadian Customs Tariff, effective from February 2, as follows:

Tariff Item	Goods Schedule 'A'	British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
43868-1	Snowmobiles otherwise classified in Tariff Item 43803-1 equipped with tracks, runners, skis or combinations thereof, not includings nowmobiles, equipped to perform special services or functions such as ski slope maintenance, mosquito control or well-drilling or snowmobiles designed to function primarily as tractors, or chassis for such vehicles; all parts, and accessories and parts thereof when imported for use as original equipment in the manufacture of snowmobiles entitled for entry under this item	Free	Free	—

Order-in-Council PC 1966-143 of January 31, 1966, in so far as it applies to tariff item 43869-1, and Order-in-Council PC 1966-1157 of June 23, 1966, in so far as it applies to tariff item 43870-1, are revoked.

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Products of Korea

THE CANADIAN GOVERNMENT have issued Order-in-Council PC 1967-85 dated January 19, 1967, directing that with effect from December 20, 1966, the benefit of the Most-Favoured-Nation Tariff be extended to the Republic of Korea.

COLOMBIA

Price control

THE BRITISH EMBASSY in Bogota has reported that prices for the following commodities sold in Colombia have been frozen at the level ruling there on November 1, 1966. Prices for replacement parts for these items have also been made subject to the same control.

Roadrollers	Motorpumps
Shovels (loading)	Graders
Rammers	Shovels, dredges and grabs
Compressors	Asphalt paving plants
Hydraulic dredges	Asphalt plants
Gravel spreaders	Tractors with pneumatic tyres and crawler tractors
Excavators	Road scrapers
Asphalt heaters	Stone crushers
Asphalt spreaders	Tip trucks
Asphalt and concrete mixers	

BARBADOS

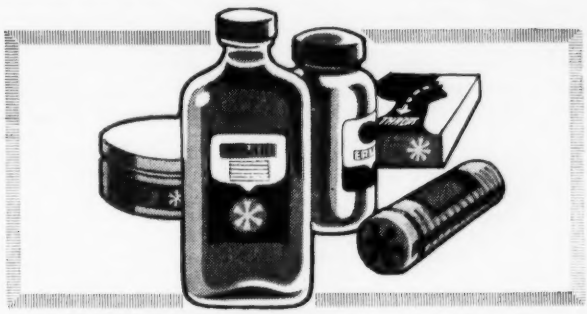
Import licensing arrangements

THE List of Exceptions to the Barbados Open General Licence has been further amended by the addition of the following new item:

'Artificial sweeteners – all kinds.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Doctor Raphael Martinez Cortez (right), Chief Engineer of the External Network Section of the Colombian Ministry of Communications, who is visiting several countries to study developments in telecommunications, spent three days at the main Coventry works of GEC (Telecommunications) Limited. Here he is discussing 2,000 Mc/s all-semi-conductored microwave radio transmission equipment with Mr. Roy Breakwell, of GEC's transmission marketing department.



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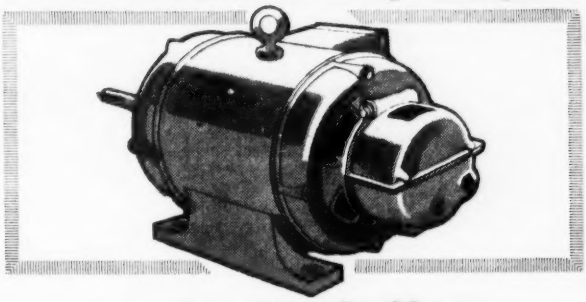
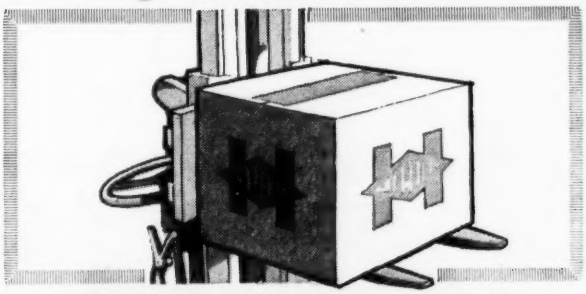


...generators in Ghana



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If you would like to discuss trading possibilities in East, West, Central and South Africa get in touch with our Commercial Service Department, 10 Clements Lane, London, E.C.4. Ask, too, for a copy of our publication "Africa—Market on the Move", and our monthly business report—Standard Bank Review.

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BARBADOS, *continued*

Industrial Incentives Act, 1963

THE FOLLOWING products have been declared 'approved products' for the purposes of the Barbados Industrial Incentives Act, 1963:

Spray and trowel plastics.

A notice that consideration was being given to designate these products appeared in the Board of Trade Journal dated November 11, 1966, page 1237.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission (Commercial Department), PO Box 676c. Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

VENEZUELA

Import licensing restrictions

THE VENEZUELAN Ministries of Finance and Development have published a Resolution dated February 11, introducing import licensing restrictions on oats.

Tariff No.	Description
048-61-01-1	Oats (raw) (4)
048-01-02-1	Oats (roasted or cooked) (4)

Note:

(4) previous import licence required from Ministry of Development.

This resolution essentially covers imported breakfast flakes etc. which are already being manufactured locally.

The resolution enters into effect from date of publication (February 12) except for consignments with shipping or Consular documents dated on or before this date. For deliveries by air the resolution came into effect on January 22.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by:

(i) the deletion of item 899-13.04 (Twisted Wire Brushes) and
(ii) the substitution of the following:

899-13.09 Twisted Wire Brushes,

(iii) the addition of the following new items:

841-08 Hats, Caps and other headgear of wool-felt and fur-felt.

841-11 Hats, Caps and other headgear of other materials than wool-felt and fur-felt (EXCLUDING bathing Caps).

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that, until further notice, no licences will be issued in respect of the following items:

(i) Diaries (except Pocket Diaries)
(ii) Calendars
(iii) Desk pads
(iv) Receipt books
(v) Acount books
(vi) Record cards

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRAZIL

Devaluation

A COMMUNIQUE by the Central Bank was published in the Brazilian press on February 9, announcing the devaluation of the cruzeiro by 22.6 per cent as from February 13. At the same time, a new cruzeiro was introduced worth 1,000 old cruzeiros. The exchange rates now applied to payments for imports are 2.7075 new cruzeiros to the dollar and 7.558 new cruzeiros to the pound.

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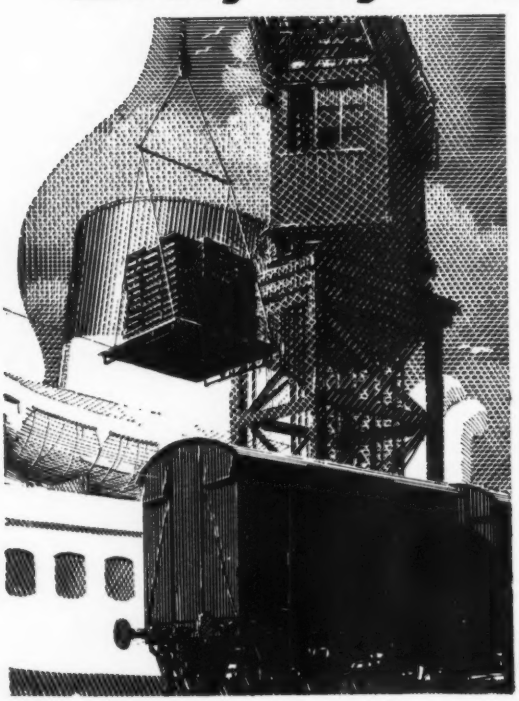

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ITALY. Have you any problems with your business in Italy? Well-known, experienced former managing director of industrial companies producing electro-mechanical parts and electronic components could assist in special affairs, extending production, obtaining licence royalties and in relations with Government Departments, etc.—Write Box M.11037.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	3 Feb. 1967
Aircraft noise at Heathrow Airport (Q)	23 Dec. 1966
Mileage and traffic (M)	This week
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	13 Jan. 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	This week
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	10 Feb. 1967
New companies registered:	
Gt. Britain (M)	3 Feb. 1967
N. Ireland (M)	27 Jan. 1967
Credit:	
Instalment credit business (M)	10 Feb. 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	6 Jan. 1967
Production, exports and orders (M)	27 Jan. 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	3 Feb. 1967
Cinema admissions and takings (M)	3 Feb. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	This week
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	2 Dec. 1966
Foreign trade of the UK:	
Unit value and volume index nos. (M)	10 Feb. 1967
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	10 Feb. 1967
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	10 Feb. 1967
Industrial building provisional figures (Q)	27 Jan. 1967
Industrial production:	
Index nos. (M)	27 Jan. 1967
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	20 Jan. 1967
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	6 Jan. 1967
Deliveries (Q)	10 Feb. 1967
Production (M)	10 Feb. 1967
Motor industry:	
Car and commercial vehicle production (M)	23 Dec. 1966
Motor trades turnover (M)	3 Feb. 1967
Nationalized industries overdrafts (M)	3 Feb. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Dec. 1966
Retail prices index (M)	20 Jan. 1967
Retail trade:	
Index nos. (M)	10 Feb. 1967
N. Ireland index (M)	3 Feb. 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	20 Jan. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	13 Jan. 1967
Retail (M)	10 Feb. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textiles orders and deliveries (M)	20 Jan. 1967
Cotton production (M)	20 Jan. 1967
Wholesale houses sales (M)	20 Jan. 1967
Wool exports (Q)	26 Aug. 1966
Wool output (M)	20 Jan. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	27 Jan. 1967
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	10 Feb. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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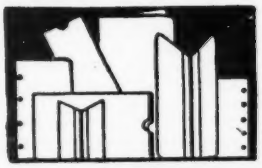

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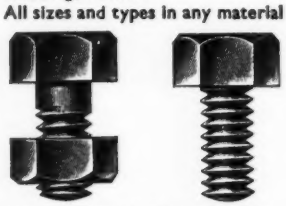

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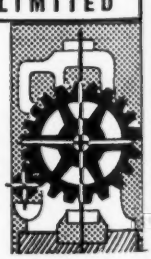

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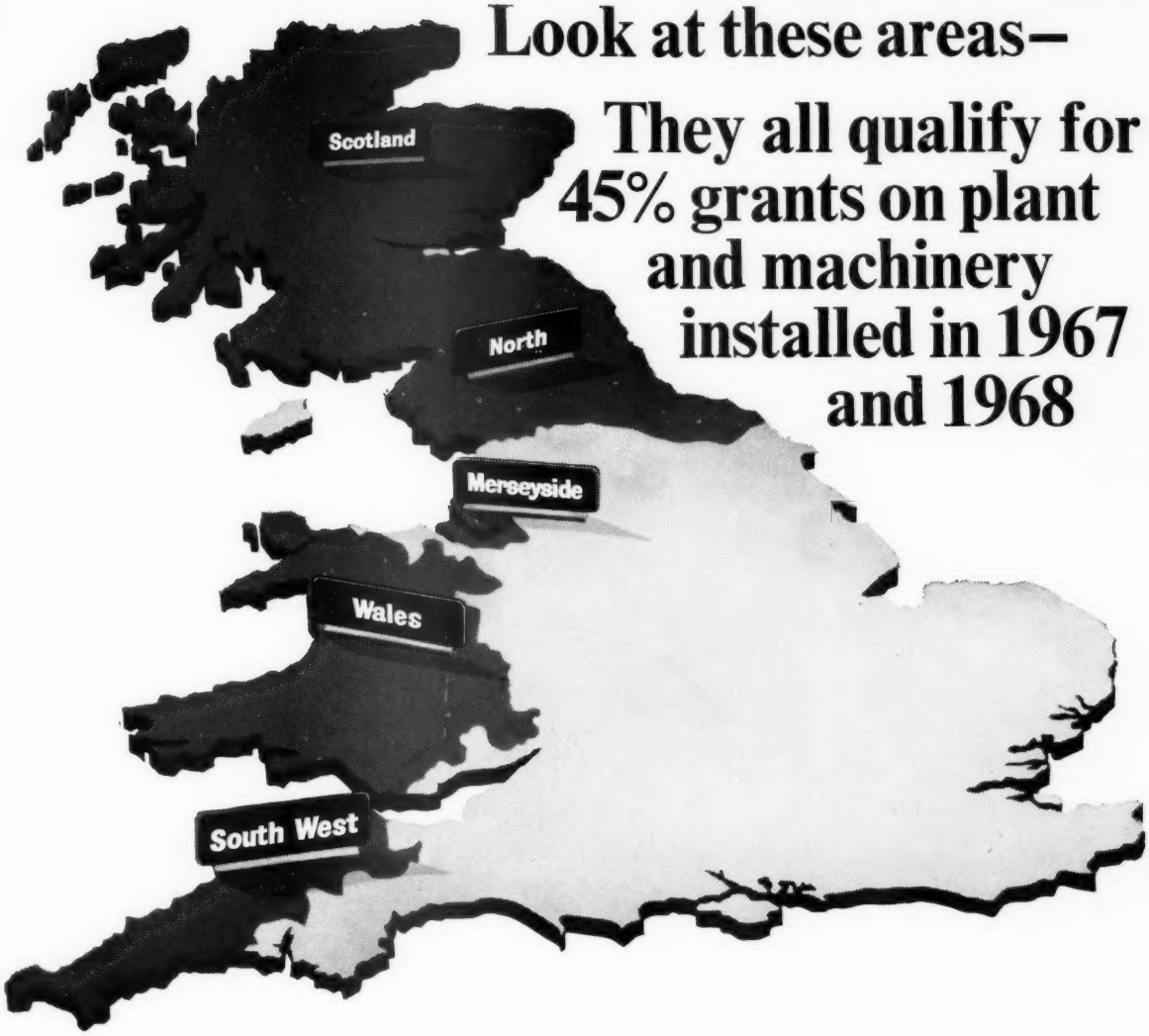

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K.61. INDUSTRIAL AND SCIENTIFIC EQUIPMENT for hospitals—firm seeks suppliers world-wide.

Germany

K.64. OPTICAL PARTS, loose and set, also monoculars—manufacturer seeks buyers world-wide.

K.69. NOVELTIES and promotion items, also disposable articles of synthetic material for hospitals—distributor seeks manufacturers world-wide.

Holland

K.108. TEXTILE MACHINERY, spares and accessories, new and used—firm seeks contact with importers, exporters world-wide.

Italy

K.124. QUALITY FOOTWEAR for men and women—moccasins, golf shoes—manufacturer seeks importers world-wide.

K.129. SCIENTIFIC, SANITARY, CHEMICAL EQUIPMENT for laboratories—mixers, autoclaves, centrifugal machines—manufacturer seeks importers world-wide.

Spain

K.198. ELECTRICAL AND ELECTRONIC MATERIAL, firm seeks manufacturers for exclusive import.

ASIA

India

K.236. SHIRTS, sports shirts, pyjamas, blouses, shifts, skirts—firm seeks buyers world-wide.

Japan

K.255. EDUCATIONAL TOYS—firm seeks exporters world-wide.

K.266. TELEPHONE AMPLIFIER—firm seeks importers in France, Italy, England.

Pakistan

K.290. OFFICE STATIONERY—firm seeks to export world-wide. Also seeks to import office stationery and office equipment world-wide.

K.299. PHARMACEUTICALS, pharmaceutical specialties, drugs and medicines, insecticides, vitamins, antibiotics, etc., firm seeks sole agencies for UK and US manufacturers.

UNITED STATES

California

K.447. ELECTRONIC COMPONENTS and equipment—manufacturer seeks representatives world-wide.

J.411. NEW PRODUCTS, gifts, novelties, office supplies, watches, clocks, radios—importer seeks suppliers world-wide.

Colorado

K.456. ADVERTISING SPECIALTY ITEMS—firm seeks manufacturers world-wide.

Florida

J.423. HUMAN HAIR WIGS, hand or machine made—firm seeks suppliers world-wide.

Maryland

J.456. COMPETITION SMALL SPORTS CAR PARTS, accessories, souvenirs—importer seeks suppliers in England, Europe, Far East.

New York

K.518. MICRO-FILMING AND COMPUTER SYSTEMS—firm seeks to import and distribute.

J.474. SEMI-CONDUCTORS, transistors, resistors, diodes, etc.—firm seeks foreign representatives, manufacturers.

J.491. MECHANICS' HAND TOOLS—firm seeks suppliers world-wide.

Oklahoma

K.540. HIGH-PRESSURE CLEANING MACHINE, cold or hot water and compound, for cars, engines, trucks, etc.—firm seeks distributors in Europe.

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